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# USSR Report

CONSUMER GOODS AND DOMESTIC TRADE

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12 April 1984

## USSR REPORT

### CONSUMER GOODS AND DOMESTIC TRADE

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### INTERVIEW WITH TSENTROSOYUZ CHAIRMAN TRUNOV

Moscow SOVETSKAYA TORGOVLYA in Russian 21 Feb 84 p 3

[SOVETSKAYA TORGOVLYA interview with Tsentrosyuz chairman M.P. Trunov: "On to New Frontiers"; date and place not specified]

[Text] The activities of the USSR consumer cooperatives are broad and multifaceted. The four words "KOOP" can be seen everywhere--on the signs in the department stores and trading centers, in restaurants and dining halls, in industrial enterprises and on private subsidiary farms, at the wholesale bases and the stores on wheels and on the water. Many foodstuffs and industrial goods have the "KOOP" mark on them.

The cooperatives provide trade services for almost the entire rural population, and in recent years they have extensively developed trade in agricultural produce purchased from the public in major cities and industrial centers.

The consumer cooperatives not only trade but also themselves produce large volumes of mass consumer goods. Last year 12.5 million tons of bread, about 200,000 tons of sausage items, 122,000 tons of confectioner's items, 1.6 billion cans of preserves, and more than 90 million decaliters of beer and nonalcoholic beverages were processed at their enterprises, and nonfoodstuffs valued at R500 million were produced. Total output from the cooperatives amounted to R7.3 billion.

The cooperatives have been assigned the crucial task of organizing the purchase of surplus agricultural produce from the public. In 1983 some 1.1 million tons of meat, 4.2 million tons of potatoes, 1.7 million tons of vegetables and more than 760,000 tons of fruit were purchased from the public at the contract rates. Counting all kinds of purchases and their own production, last year the consumer cooperatives obtained food resources valued at R11.8 billion. A weighty contribution to the implementation of the Food Program.

The cooperatives are engaged in construction on large scales. One new dining hall and five stores are commissioned each day. They have their own fishing, hunting and wild animal husbandry establishments. And each year the cooperative private subsidiary farms produce about 800,000 tons of meat.

Socialist competition is now being developed in all the consumer cooperative collectives to greet in a worthy fashion the 11th Consumer Cooperative Congress and to successfully fulfill the tasks for 1984 and for the five-year plan as a whole.

[Question] Mikhail Petrovich, very high targets have been set, and the highest is to increase retail trade turnover 6.2 percent. Are the cooperative workers able to insure this kind of growth?

[Answer] Let me say at once that the tasks are stepped-up--in the spirit of the demands of the CPSU Central Committee December (1983) and February (1984) plenums. The plan for total volume of trade turnover has been set for a 6.2-percent growth, or 5 percent not counting the additional targets.

Certain circumstances have prompted us to go for higher targets. First, the trend toward preferential growth in monetary incomes, and hence, the consumer opportunities for the rural population, has been maintained. Accordingly, preferential growth rates are also envisaged for cooperative trade compared with state trade. Second, the consumer cooperatives failed to fulfill the 1983 plan and this indebtedness must therefore be made up. And finally, this year is for us a jubilee year--the 11th Consumer Cooperative Congress is to take place in December. And it is the thing to mark a jubilee with labor successes. In general, there is nowhere to retreat; we must roll up our sleeves and set to work.

[Question] But of course, for growth in trade turnover, what is needed first and foremost is goods.

[Answer] Of course. The volumes of retail trade turnover envisaged are closely coordinated with the main indicators for the development of the national economy. In terms of volume, the trade turnover plan is insured the commodity resources it requires. True, there are difficulties in the balance of production volumes (in terms of matching demand) for a number of specific goods. But we hope that they will be overcome. We know of the attention being given to satisfying demand for consumer goods by the CPSU Central Committee and government. But of course, not everything can be resolved from the center. There must be active and initiative-filled work at the local level, including the strengthening of the interaction between the trade organizations and industry.

[Question] Much also depends on how deeply and currently work proceeds on the assimilation of allocated funds.

[Answer] Here it is very important to firm up demands so that industry can supply what has been ordered, in terms both of range and quality. On the

other hand, it is essential to handle allocated funds correctly and to allocate commodity resources in a substantiated manner to the potrebsoyuz's and stores, taking demand and the status of commodity stocks into account.

One major reserve for increasing trade turnover is decisive improvement in the organization of trade and utilization of the facilities of each potrebsoyuz. Let me make this comparison. At my request, the economists recently compared the operation of two neighboring potrebsoyuz's, in Ivanovo and Kostroma. It turned out that in the former, trade turnover for each square meter of trading area was R3,600 annually, while for the Kostroma people it was only R2,800, that is, 22 percent less. In Ivanovo, production per trade worker was almost 20 percent higher than among their colleagues in Kostroma. There is more: trade turnover per seat in the cooperative restaurants in Ivanovov Oblast was R5,000 annually, but only R1,500 in the neighboring oblast. For the Ivanovo people, the proportion of the products that are home-made in public catering turnover is 68 percent, while for the Kostroma people it is 53 percent. Many such comparisons could be made. I am firmly convinced that the attitude toward the matter and to duty, if you will, lies at the root of all successes and failures. Wherever they put their heart into it and try to do everything as well as possible the results are there for all to see.

We see a major reserve for developing trade turnover and fulfilling the plan in improving trade at heavily populated points.

For a number of reasons cooperative trade is being increasingly attracted to the rayon centers and sometimes does not reach as far as the small villages and settlements. About one-third of all stores are located in the small villages but they account for only 16 percent of retail trade turnover. Whereas in the rayon centers, for each square meter of area, trade turnover reaches R5,000, in the regular villages and settlements it is only just over R2,000.

The experience of many cooperative organizations shows that this is a real and extremely large reserve for developing trade turnover.

Tsentrosoyuz specialists recently studied the operation of the Maynskiy rayon potrebsoyuz in Ulyanovsk Oblast. This rayon potrebsoyuz fulfills the plan for retail trade turnover steadily and stably, and insures a high per capita level for the sale of goods. As a rule all the stores manage to fulfill the plan. Along with everyday consumer goods, trade in a complicated products range has been well organized in remote villages through the use of consumer orders placed in advance. The supply of goods to the rural network and work to study demand have been well organized. High growth rates have been insured for the sale of those goods that the trade workers have already become accustomed to calling hard-to-sell. The sale of carpets and rugs in 1983 increased 38 percent, and sales of furniture increased 36 percent, jewelry 23 percent, and radios 14 percent.

[Question] And how are things with services for populated points where there is no permanent trade network?

[Answer] We have recently focused our attention more on this problem and found better ways of solving it. In many republics and oblasts the stores in

neighboring settlements have been reinforced to provide full-time services for small populated points, and work to expand the network of stores in small villages is being expanded through new construction, where possible, and in particular through adapting available premises. Schemes for the development and disposition of the trade network have been reworked, with priority being given to the rural stores, and also to providing them with more complete mobile and other forms of service. However, this kind of work is not being done everywhere and not at the required rates.

[Question] In our editorial mail the inhabitants of villages complain increasingly about shortages of goods that enjoy particular demand in rural areas: construction and agricultural goods and articles and simple mechanisms for working private subsidiary plots.

[Answer] The 1984 plan envisages preferential growth rates for the delivery of nonfoodstuffs to the market, including cultural and everyday and domestic goods. The delivery of lumber (in terms of round timber) should increase from 13.2 million cubic meters in 1983 to 18.1 million cubic meters this year, or by a factor of 1.4. In 1984 the market stocks of roofing materials are being increased 20 percent against last year's figure.

The Tsentrosoyuz Board recently adopted special decisions on improving trade in technically complicated goods and lumber and construction materials, and also on organizing something new for us, namely trade in fuel and lubricating materials in rural localities. Minimum targets have been set for the development of a specialized network and other measures to activate trade. And we shall assess the level of work by the potrebsoyuz's and their trading apparatus according to the way in which these decisions are implemented.

Trade turnover growth rates are by no means the same for individual groups of commodities. Here we proceed from a realistic evaluation of the status of trade resources and available facilities. Thus, for light industry goods it is necessary to insure a growth rate of at least 4.5-5 percent, and for cultural and everyday and domestic goods, 8-8.5 percent.

Work with available commodity stocks is a subject of special attention. Last year these stocks increased 4.6 percent. At the start of the year the stocks of goods exceeded the established normativ by almost R1.5 billion, or 7 trading days. This is an enormous amount of goods and a major reserve for increasing trade turnover.

It is essential to impart to the fairs and sales exhibitions a more mass character, and to properly prepare for and actively develop spring and summer trade and make full use of opportunities for expanding trade in goods that are in ample supply.

[Question] What can you say about the development of public catering in the countryside?

[Answer] In past years turnover for the cooperative public catering enterprises has been developed at faster rates than for retail trade turnover as a whole. This year the plans set in the republics provide for a 3.2-percent growth

rate for public catering turnover, which, as you can see, is considerably less than the growth rates for retail trade turnover as a whole. We consider it essential to implement measures in each republic aimed at insuring growth rates for public catering enterprise turnover in 1984 at least at the level of that planned for all of cooperative trade. This will make it possible to obtain R100-120 million above the plan.

Within the sector it is necessary to develop broad socialist competition for a considerable overfulfillment of the set plans and every possible expansion of the output of home-made semiprocessed goods and culinary and confectioner's items. Serious thought must be given to questions of improving supplies of produce bought by our purchasing organizations and produced by the enterprises of the cooperative food industry and on private subsidiary plots and delivered to public catering enterprises, and these questions must be resolved. It is quite possible to organize deliveries of specially prepared vegetables, semiprocessed goods, frozen dishes and an extensive range of other good quality products for public catering.

[Question] The consumer cooperative, as is known, not only trades but also itself produces goods and purchases, stores and processes enormous quantities of agricultural produce. What kind of reserves and opportunities exist here?

[Answer] Let me start with cooperative industry. Last year our enterprises processed goods valued at R7.3 billion (104.6 percent of the plan).

In 1984 production growth rates in our industry will increase substantially. Taking into account making up the deficiencies for the lagging in the first 3 years of the five-year plan, the production of canned goods should increase 16 percent, nonalcoholic beverages 17 percent, and beer 15 percent. The plans for organizational and technical measures, counterplans and stepped-up socialist pledges are all aimed at production growth.

Special attention is being paid to improving the labor productivity of workers at our enterprises; the targets are at least 1 percent above plan, with a reduction of 0.5 percent in prime costs. Achieving these indicators will make it possible to increase production volume R70 million with the same number of workers and obtain an extra R8-9 million of profit.

More attention must be given to the problem of shift utilization of equipment. These indicators are low in our system. In the canning industry most output is processed during the second half of the day, and at many enterprises the available equipment is used for no more than 2 months of the year. Of course, the seasonal nature of things is objectively inherent in this kind of production, but as the experience of the leading enterprises shows, there are real opportunities for insuring rhythmic loads for equipment throughout the year.

We talk about improving the shift index for equipment but an enormous number of machines and mechanisms, including imported machines, are included for long periods in the "uninstalled" category and remain virtually unused. At the food industry enterprises the amount of uninstalled technological equipment has increased 20 percent over the last 2 years, and in general plant production the figure is 35 percent.

Since 1980 a tomato-processing line costing more than R1.5 million has remained uncommissioned in the Azerbaijan Potrebsoyuz. In the Tajik Potrebsoyuz a Lang-320 tomato-processing line has remained uncommissioned since 1981. At the Tsnorsk canning plant in the Georgian Potrebsoyuz a fruit juice production line has been under assembly since 1978. There are reserves here! Everything must be done to insure that by the start of the season this year all equipment delivered to the food enterprises is operational.

Our bakeries have few lines for the production of sweet bread fingers and bread sticks--items that enjoy great consumer demand. However, even those lines that are available are being used at only 40-50 percent of capacity. As a rule they are operated for only one shift when they could work two or even three shifts.

Yes, output from our industrial enterprises has become a substantial source of additional commodity stocks for expanding trade turnover and fulfilling the plan. Thus, the proportion of output processed by the enterprises in cooperative industry within the total volume of trade turnover in the consumer cooperatives is as follows for individual groups: bread and bakery products 85 percent, sausage items 62 percent, canned goods and nonalcoholic beverages more than 50 percent, beer 15 percent. Last year we obtained a total of R300 million extra in commodity backup through overfulfillment of our industry's plans, and if the plan for all industrial enterprises had been fulfilled this extra amount would have been R500 million.

In 1984 we have every reason to think that we shall obtain about R400 million of extra output through the uniform fulfillment of plans by all the industrial enterprises, raising labor productivity and the shift index for equipment, and the very rapid achievement of planned labor intensiveness for output.

Now, procurements of agricultural products and raw materials. Today the proportion of purchases made by the consumer cooperatives is more than 40 percent for fruit and vegetables and about 50 percent for potatoes.

The calculations show that this year we shall be able to buy in above the plan more than 1 million tons of potatoes, 350,000 to 400,000 tons of vegetables, and at least 100,000 tons of fruit and other produce with a total value on the order of R350-400 million rubles. There should be a turn toward the procurement of pomidor tomatoes, cucumbers, gourmet and green vegetables and melon products. The potrebsoyuz's should take the initiative in formulating and solving vitally important questions such as changing the structure of orchard sowings so as to grow high-value and high-yield varieties of apples, pears, peaches, apricots, plums, cherries, sweet cherries and other crops. It is essential to raise questions specifically and in a businesslike manner concerning the expansion of areas and increasing the production and procurement of high-value varieties of cabbage, pickling varieties of cucumbers and pomidor tomatoes, and gourmet and green crops, that is, the kind of produce for which there are still acute shortages in the market.

Of the total volume of purchases of fruit and vegetables about half will be accounted for by products bought from the public. The targets for 1984 are quite high. Purchases of fruit and vegetables should increase 25-26 percent compared with 1981-1983, and purchases of meat and meat products, 8 percent.

The basic question that must be resolved is that of the broader and more flexible development of the network of procurement reception points. We still have an obvious shortage of these. Permanent procurement reception points are needed, and, during the season, an extensive network of temporary and mobile points. Special attention must be paid to the assimilation of products among the public living in small villages and settlements. A study conducted in various economic zones in the country has shown that in the small villages and settlements, for each 100 families 1.5 times as many hogs and almost twice as many cattle are reared than in the larger populated points.

Meanwhile, less than 3 percent of our reception points are located at small settlements populated by less than 200 people, and only 8 percent at points with populations of 200 to 500 people. Most of the reception points are located in the rayon centers and the large settlements. Little more than one-third of them are more than 20 kilometers from the rayon centers. The situation must be corrected, and corrected quickly.

It is also important to provide for the more intensive development of low-capacity shops and enterprises to process produce, especially fruit and vegetables, directly at the local level.

Each year the so-called "apple" problem crops up in our country. It has not come about just yesterday or today; it has been with us for many years. And it is a question not only of thousands or even tens of thousands of tons. Each year about 1 million tons of apples are wasted or fed to cattle.

Of course, building up processing capacities is accompanied by certain difficulties, but the available facilities are obviously being underused. It is essential to expand the network of processing enterprises, assimilate the processing of new kinds of fruit and vegetables and organize trade in these products better; and this should be done in the very near future rather than in the long term.

The question of improving the assimilation of resources in leather and fur-and-skins raw materials is acute.

Serious shifts must be made in 1984 in the matter of procuring wild fruits and berries and medicinal herbs.

[Question] In recent years cooperative trade has been tangibly developed in the cities. What are the further plans for its development?

[Answer] Last year we sold agricultural produce worth R3.9 billion. This was a major contribution to total trade turnover. But the main thing is that this made it possible to satisfy more fully the demands of urban inhabitants and settlement workers for meat and meat products, eggs, fruit, vegetables and other foodstuffs. There is another aspect to the matter: we are eliminating the secondhand dealers, middlemen and speculators.

The prospects? Urban cooperative trade must be further developed. There are reserves here, and lots of them. One comparison. In the Voronezh Oblast

Potrebsoyuz the proportion of sold agricultural products in total trade turnover has been 7.3 percent, while in the Kursk Potrebsoyuz, it has been no more than 3.5 percent. And again: the Ivanovo Oblast Potrebsoyuz has obtained 9 percent of retail trade turnover from trade turnover in agricultural products, while in the Smolensk Oblast Potrebsoyuz it has been less than 3 percent.

A 6-percent growth in urban cooperative trade is envisaged for this year. We think that we shall be able to do more and sell R200-250 million of above-plan agricultural products.

The cooperative members have great buying opportunities and opportunities for the stores to be filled with a wide range of products. All that is required is more effort to increase volumes both through purchases from the public and imports from other oblast and republics, and through the procurement of wild fruits and berries and mushrooms.

The cooperative private subsidiary farms are providing an increasingly large addition to the products. This year there should be a 14.2-percent increase in meat production. Our private subsidiary farms have been transformed into an independent sector and they require more skilled management.

[Question] Space does not allow us to talk about other important reserves--improvements in management and labor organization, in the system of commodity shipments and the trade process, in the development of the trade network and so forth. But we would like you to touch on the personnel problem and raising responsibility at each working place.

[Answer] It is people who decide the success of a business. Educational and organizational work is our chief reserve. The Tsentrosoyuz Board attaches paramount importance to this. We shall not close our eyes to it; many material values are still wasted because of the indifferent attitude of some workers to the matter, and because of mismanagement and abuses. The struggle against these defects should be uncompromising and purposeful. It must be coordinated more closely with measures to strengthen state and labor discipline, increase the personal responsibility of managers in the potrebsoyuz's, enterprises and organizations for bringing order to their accounting and insuring the preservation of cooperative assets, and close all channels against the plunderers of the national property.

Within the system there are many organizations and enterprises where such shameful phenomena as waste and theft have been completely eradicated. In 1983 more than 60 percent of the potrebsoyuz's were in this category. Their method must be used extensively and administrative control organs strengthened and their role in work with abuses enhanced; and the public and cooperative members must be recruited more broadly in this matter, and preventive work to forestall the causes that promote various losses must be strengthened.

The successful resolution of the tasks facing the potrebsoyuz's depends largely on the energetic activity of workers in the system, a creative attitude toward their assignments and the broad development of socialist competition. Questions

of strengthening all links in the consumer cooperative with mature, knowledgeable and initiative-filled managers and specialists should occupy an important place in all this work.

[Question] And a final question: how are the initial results from the work of the Potreboysuz in 1984?

[Answer] The initial results can do nothing but bring cheer. The January plan was fulfilled and extra targets were met. This is reinforcing the hope that the frontiers will be reached for the whole year.

Now, as we prepare for the accounts and elections in Potreboysuz, each collective should analyze the results of completed work and focus its attention on the unresolved problems and unused reserves, and outline ways and means to reach high new frontiers.

It is our duty and a matter of honor for all cooperative members to make ~~maximum~~ use of the substantial potentials inherent in the public and economic nature of Potreboysuz and place it even more at the service of the people.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### TSENTROSOYUZ MEETING CALLS FOR IMPROVEMENTS IN CONSUMER COOPERATIVES

Moscow SOVETSKAYA TORGOVLYA in Russian 31 Jan 84 pp 1-2

[Unattributed report: "To Improve the Activity of the Consumer Cooperative"]

[Text] As already reported in our newspaper, a joint meeting of the Tsentrosoyuz Board and the Presidium of Trade Union Central Committee for workers in state trade and the consumer cooperative was devoted to tasks in improving the activity of the consumer cooperative stemming from the decisions of the CPSU Central Committee December (1983) Plenum and the proposals and conclusions contained in the speech of comrade Yu.V. Andropov.

A report on this question was delivered by the Tsentrosoyuz Board chairman M.P. Trunov.

The following republic potrebsoyuz board chairmen took part in the discussion: for the RSFSR, V.F. Yermakov; for the Ukraine, S.V. Litvinenko; for Uzbekistan, Z.Sh. Siradzhev; for Kazakhstan, S.N. Tankeyev; for Georgia, K.N. Shavishvili; and also the first deputy chairman of the Belorussian Potreboyuz Board V.I. Chigir' and the chairman of the trade union central committee for workers in state trade and the consumer cooperative, O.F. Bogacheva.

It was noted in the report and statements that last year, under the influence of the positive trends that have occurred in the country's economy there was an acceleration in the development rates for the economic activity of the consumer cooperative. Retail trade turnover increased 2.6 percent in comparable prices, and the sale of agricultural products purchased in accordance with prices set by agreement, almost 14 percent. Enterprises in cooperative industry processed goods worth R7.3 billion, or 104 percent of the plan.

Taking into account the additional targets, in 1984 retail trade turnover should grow 6.2 percent. Stepped-up work from all cooperative members and an improvement in relations with industry will be needed to reach this target.

The critical remarks expressed at the CPSU Central Committee December (1983) Plenum about instances of individual commodities sometimes being in short supply while others sit unsold on the shelves in the stores because of the inflexibility of trade workers and industry and ignorance of consumer requirements and the state of the market, also apply in full to the activity of the cooperatives. Overcoming these shortcomings is the main operational task.

One of the most realistic reserves for fulfilling the plan for retail trade turnover is qualitative improvement in the organization of trade, primarily in remote populated points. About one-third of all stores are located in these places but retail trade turnover is only 16 percent of the total volume. Whereas in the rayon centers the earnings from each square meter of trading area reach R5,000, in remote areas the figure is only just over R2,000. The experience of many cooperative organizations shows that improving trade in small and remote villages is a real reserve for the development of trade turnover. For example, the Maynskiy Potreboysuz in Ulyanovsk Oblast rhythmically fulfills its plan. And here, two-thirds of all trade turnover is accounted for by the remote settlements. As a rule, all the stores cope with their plans. Commodity supplies and the study of demand have been precisely organized.

Tsentrosoyuz has confirmed specific tasks for 1984 to insure definite growth rates for trade turnover for specific groups of goods. These tasks stem from a realistic appraisal of the status of commodity stocks. The specialists' calculations show that by improving the organization of trade in specific goods, in particular fabrics, sewn articles and cultural and everyday and domestic articles, it is possible to insure that the plan is not only fulfilled but also overfulfilled.

Improving the activities of public catering enterprises constitutes a major reserve in fulfilling the retail trade turnover plan. The proportion of public catering in retail trade turnover in the system now averages 6 percent. It is essential also to draw up and implement at the local level specific measures to insure higher growth rates in turnover in public catering. In order to reach the targets that have been set the output of home-made products and semiprocessed, culinary and confectioner's items must be substantially expanded.

The following comparisons were made at the meeting. In the Voronezh Oblast Potreboysuz, which last year fulfilled the plan for retail trade turnover, the proportion of agricultural products marketed is 7.3 percent, while at the same time in the Kursk Oblast Potreboysuz, which is located in the same economic region, the figure is only 3.5 percent. The Ivanovo Oblast Potreboysuz trades in agricultural products that make up about 9 percent of its total trade turnover, while in the Smolensk Oblast Potreboysuz the figure is less than 3 percent. This kind of spottiness, typical for the system as a whole, results from the different levels of organizational activity.

Those present at the meeting paid great attention to the work of cooperative industry. There was discussion first and foremost of the utilization of all opportunities and reserves to raise labor productivity at enterprises within the sector. The confidence was expressed at the meeting that the additional increase of at least 1 percent in labor productivity and a reduction of 0.5 percent in prime costs will become the norm for all collectives. Achieving this target will make it possible to increase the production volume R70 million without increasing the numbers of workers, and to obtain an extra R8-9 million of profit.

It should always be remembered that output produced within the sector is a major source of additional commodity resources for increasing trade turnover and fulfilling planning tasks. Last year, by overfulfilling the plan cooperative industry marketed an additional R300 million of goods. And if all enterprises had coped with their plans this figure would have been as much as R500 million.

Since it is one of the country's main procurement organizations, the consumer cooperative carries special responsibility before the party and state for satisfying as fully as possible consumer requirements for vegetables, fruit and meat. The calculations show that this year the procurement organizations will be able to buy more than 1 million tons of potatoes, 350,000 to 400,000 tons of vegetables and at least 100,000 tons of fruit above the plan. But in order to achieve these results the state of affairs in the mutual relations with the kolkhozes and sovkhoses must be substantially improved. It is impossible to reconcile ourselves with the fact that in a number of them contractual obligations are not being fulfilled, in particular for deliveries of pomidor tomatoes, cucumbers, gourmet vegetables and melons. This kind of situation has come about because the potrebsoyuz's often assume a passive attitude in this matter, even though it is precisely they that should take the initiative in solving important questions such as change in the structure of orchard sowings and the growing of high-value and high-yield varieties of fruit, potatoes, pickling cucumbers and tomatoes, that is, those products that are in short supply.

About half the total amount of procurements comes from the public. The targets for 1984 are quite high here. In particular, purchases of fruit and vegetable produce at prices established in accordance with the agreements should increase compared with the annual annual volumes for last year by 25-26 percent, while purchases of meat and meat products should increase 8 percent. Special attention should be paid to the assimilation of produce from the inhabitants of small and remote villages. At present less than 3 percent of all procurement reception points are located in villages and settlements with populations of less than 200. In each republic, oblast and rayon it is necessary to have well-thought-out schemes for the disposition of the reception points so as to guarantee the most complete assimilation of surplus agricultural produce from the owners of private subsidiary plots in remote areas.

One urgent management problem to which the CPSU Central Committee December Plenum again drew attention is the more efficient use of the material-technical base and all available production facilities. Even though the cooperative members are also carrying out a great deal of construction, success in the matter will depend largely on how the material-technical base already in place within the system is used. Analysis shows that there are many unused reserves in this direction. For example, it had been proposed that trade turnover per square meter of trading area be increased 15-20 percent compared with the 1980 level. But over the past 3 years the average increase in trade turnover has been only 3.7 percent, while in the Moldavian and Kirghiz potrebsoyuz's it has been even lower than in 1980.

At enterprises in cooperative industry that handle their budgets independently, during the first 2 years of the five-year plan fixed capital increased by

an average of 5.9 percent and the capital/labor ratio by 4.7 percent, but return on investment by only 1.1 percent. The state of affairs here must be radically improved.

Specific organizational work at the local level also requires the resolution of problems connected with accelerating scientific and technical progress. One progressive way for commodity shipment and the sale of goods is the use of packaging equipment. The Estonian Potrebsoyuz has introduced this technology on a mass scale for the delivery and sale of bread, and has reduced by one-third its requirements for means of transportation, freed up a large number of trucks and effected an annual saving of R400,000. It was to the Estonian Potrebsoyuz that specialists from the Kazakh Potrebsoyuz went, after which they decided to set up a support complex in Kustanay Oblast to introduce packaging equipment. They reconstructed the premises at the bakery and the wholesale base and installed the equipment in the stores and acquired containers. But then the vans used to deliver the packaged goods were sent somewhere else. And so, up to now they are still not using the new technology and instead there is a flow of paperwork in which the managers of the republic and oblast potrebsoyuz's are trying to avoid responsibility for the failure of this initiative.

The CPSU Central Committee December (1983) Plenum pointed out the need to activate work to improve economic leadership and management. And already there are places within the consumer cooperative where a clear-cut and precise management structure is operating. Thus, in the Cherkasskiy Potrebsoyuz they are skillfully combining territorial and sector management principles, interaction between the individual sectors has been precisely set up, and intermediate elements in management have been eliminated. The management of trade is handled along the line of rayon potrebsoyuz--cooperative enterprise. A developed network of interr rayon bases has been set up and completely switched to direct links with industry and the centralized delivery of goods. Centralized bookkeeping has been organized in all the rayon potrebsoyuz's, and almost all the work of bookkeeping personnel has been fully mechanized. This has provided opportunities for freeing 430 accounts personnel using a wages fund of R350,000.

There are many valuable examples of improvements in management in consumer cooperatives. It is essential that all cooperative organizations take up more boldly the experience that has been gained and that they seek out new organizational forms of management and overcome their fear of experimentation.

Participation in work on and the implementation of major national economic programs, first and foremost the Food Program, is a strategically important task for consumer cooperatives. Sector specialists are now drawing up proposals connected with a new comprehensive program to develop the production of consumer goods and the consumer services system. Work on this program should be aimed at seeking out internal reserves, every possible use of local raw materials, and the use of home labor and of pensioners.

Today's management requirements demand improvement in work with personnel at all management levels. In the consumer cooperative there is a developed

system of cooperative training. Each year the sector organizations and enterprises are reinforced with tens of thousands of specialist and training and retraining for the mass-profession personnel are conducted on large scales. It is the paramount duty of the potrebsoyuz managements to note enterprising people in good time and move them up.

In 1984 the accounts and elections for the cooperative organs and the 11th USSR Consumer Cooperative Congress will take place. The CPSU Central Committee Politburo has reviewed the question of the tasks of party organizations in connection with the conducting of this campaign. The most important political import of this document is that it confirms the growing role of the consumer cooperative at the present stage in social development. And this largely determines the responsibility of the cooperative members in implementing current and strategic tasks and plans.

It is essential to activate organizational and political-indoctrination work to mobilize the collectives of the consumer cooperatives to further improve the efficiency and quality of work. The socialist pledges adopted are quite stepped-up and appropriate to the real opportunities existing within the system. Those participating in the meeting assured the CPSU Central Committee and USSR Council of Ministers that the country's cooperatives will take the most energetic steps to fulfill and overfulfill the 1984 plans, improve work efficiency, and augment the contribution of the consumer cooperative in carrying out the socioeconomic tasks set by the party.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### OVERVIEW OF CONSUMER GOODS, LIGHT INDUSTRY IN ESTONIA

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[Article by Ya. Allmere, head of the Department of Light Industry and Consumer Goods of the Central Committee of the Communist Party of Estonia, candidate of economics: "More Goods for the People"]

[Text] The policy of the 26th CPSU Congress in regard to the expansion of production and the improvement of the quality of consumer products has found reflection in the tasks of the Five-Year-Plan for the years 1981-1985 and has been more concretely defined in the decrees adopted by the party and the government with respect to the increase of the production of mass consumption goods and the fuller supply of the population with them. At the June (1983) Plenum of the CPSU Central Committee, comrade Yu. V. Andropov emphasized that "the necessary quantity of good that are in demand must still be produced. Moreover, the standards of quality must be attained without any reductions--the very highest. But today the situation at times is simply offensive: The initial materials are good, but the production is such that people prefer to overpay the speculator for goods that are made well and with taste. This situation has to be corrected, and corrected without delay."

The 10th Plenum of the Central Committee of Estonia discussed the question of the organizational and political work of the party organizations of the republic in regard to the further increase of production, the expansion of the assortment, and the increase of the quality of consumer goods in light of the demands of the 26th CPSU Congress. It was noted at the plenum that we have large enough possibilities for the production of consumer goods, which the republic party organization must utilize and thereby make an additional contribution to the commodity resources of the country.

#### Experience

The Central Committee of the CPSU approved the progressive experience of the collectives of Moscow and Sverdlovsk Oblast, which have achieved significant production increases, an expansion in assortment, and an improvement in the quality of consumer goods. An all-union seminar, which took place in Sverdlovsk in July 1982, was devoted to the study of this experience. The value of this experience lies above all in the fact that the party and soviet organs of Moscow and Sverdlovsk Oblast, on the basis of integrated programs developed by

scientific research, planning and other organizations, have carried out a great deal of work in regard to attracting the overwhelming majority of the industrial enterprises and organizations to the output of consumer goods. The urgency and importance of this work was pointed out by the November (1982) Plenum of the CPSU Central Committee, which has called special attention to the fact that the problem concerns not only light and local industry, but also the enterprises of heavy and defense industry.

In recent years, the industries producing the bulk of the consumer goods in the republic have significantly increased production, expanded the assortment, and improved the quality of goods. These industries include more than 100 enterprises, in which approximately 120,000 people are working. I would like to mention especially the activity of the enterprises of the ministries of light, timber and wood processing, and local industry, which for a long period of time have been working steadily, securing high production growth rates. During two years of the five-year-plan, 4.2 million square meters of fabric above the plan were produced, 67,000 pairs of leather shoes, 492,000 units of knitted goods, 235,000 pairs of hosiery, and almost 16 million rubles worth of sewed goods (in wholesale prices), as well as more than 33 million rubles worth of goods intended for cultural and personal purposes and household use (in retail prices).

The industry of the republic as a whole in 1982 produced consumer goods valued at more than 83 million rubles above the plan. During one year alone, the production of these articles, at the expense of local raw material and waste products, increased by 19.4 percent and amounted to 52.3 million rubles. More than 18 million rubles worth of goods intended for cultural and personal purposes and household consumption above the plan were produced.

The work of a number of enterprises of union subordination, which approach the supply of the population with consumer goods with initiative and great responsibility, deserves words of praise. For example, at the Tallinn Machine Building Plant imeni I. Lauristin, on the initiative of the party organization, a plan of measures was worked out for increasing the output of these goods. Party meetings were held in the shops. The agricultural type building, assembled in an economical manner, was set aside for a production sector. With the active participation of the honored efficiency expert of the ESSR, the Hero of Socialist Labor, Khans Liblik, the innovators of the plant designed and manufactured special equipment. At the present time, the plant produces 7 kinds of consumer goods, among them shields for casings and fenders for light automobiles, heating convectors, fan rakes, heaters for saunas and other goods worth 2.7 million rubles a year in all.

Or let us take the Plant imeni Kh. Pegel'man. Today the proportion of consumer goods amounts to 23 percent of the total production volume. At the plant, a scientific production complex was created, which included designers and development engineers, industrial engineers and shop-manufacturers. During the 10th Five-Year-Plan the plant mastered the output of 5 new articles, in particular (for the first time in the country) miniature hearing aids, which help thousands of people with hearing defects to work on a full-fledged basis and take part in public life. It is remarkable that the labor collective is persistent-

ly increasing the production of these goods. During the 11th Five-Year-Plan, their production is growing almost fivefold.

Among consumer goods, food products objectively occupy first place. But since questions of the realization of the Food Program have recently been broadly illuminated in the press, the author will limit himself to only a few remarks with respect to food production.

The results of scientific research make it possible to assert the following:

First of all, in the traditional technology of the processing of food raw material, many components that are valuable for the life activity of the individual are not taken into consideration and, as a rule, they are not used as they are intended to be used. From the available food raw material, industry could turn out many more food products and products of higher food value than with the current technology.

Secondly, it is completely inadmissible to utilize full-value food products for technical purposes and for the feeding of cattle. The expansion of the output of special feeds and technical analogues of food is significantly more efficient than the expenditure of food for non-food purposes or the creation of artificial food products.

Thirdly, it is expedient to aim economic stimulation in the food industry at the acceleration of structural advances aside from the more extensive and fuller utilization of food raw material resources, the intensification of their industrial processing, and the transition of food preparation to an industrial basis. The social effectiveness of this direction consists not only in the economy of the working, but also the free (non-working) time of the entire population.

The production of consumer goods is the object of constant attention of the party committees. Thus, the bureau of the Tallinn Gorkom and the rayon committees of the party are systematically reviewing the work of the enterprises of the city in regard to the output of these goods. Every year the party gorkom conducts a competition for new models of goods for cultural and personal purposes and household use. In the capital of the republic, socialist competition is held between the enterprises which produce consumer goods. These questions are also examined in the councils of directors operating under the party raykoms.

As a result, during the first two years of the 11th Five-Year-Plan the output of goods for cultural and personal purposes and household use in the enterprises of Tallinn increased by 6 percent, above-plan sales of them came to 21.3 million rubles, and the output of more than 2,500 new types of goods was mastered.

A good example of work expediency is shown by the Tartu Party Gorkom. Every quarter the gorkom sums up the results of the socialist competition between the enterprises of the city; in so doing, one of the basic indicators is the fulfillment of the plan for the output of consumer goods. The questions of the

production of these goods (including from local raw material and waste materials) are discussed at seminars of economic directors and secretaries of the primary party organizations.

Thanks to the measures that have been adopted, trade as a whole is not experiencing shortages of marketable commodities. There are constantly goods for sale which not long ago were deficit goods. At the same time, the buyer frequently leaves the sales room unsatisfied, thus not having obtained the necessary things. But it is precisely consumption which is the last stage of the process of reproduction, at which the verification of the national economic expediency of the production of various types of production and its assortment and quality takes place. In the trade there is not always a sufficient supply of rubber footwear, cotton underwear for men, certain types of sewed and hosiery articles for children, and at times there is a shortage of even the most simple goods, the output of which should not be hindered by anything.

A number of enterprises underfulfill the plans for the production and deliveries of consumer goods--which causes interruptions in the trade. Thus, the production problem develops into a social problem. For example, during the past year more than one-fifth of the industrial associations and enterprises--the basic suppliers of consumer goods--did not fully fulfill the obligations in regard to deliveries of production in the agreed-upon assortment. The sum of the underdelivery came to almost 8 million rubles. In 1982 the Bazar [Bazaar] Association alone failed to deliver gardening and truck-farming inventory and enameled utensils for 40 positions for a sum of more than 120,000 rubles. Similar shortages are occurring during this year as well.

The precise execution of obligations with respect to deliveries is the concern not only of production workers, but also of the party organizations. The party organizations must hold strictly responsible those directors who, in pursuit of quantitative indicators, divide production into advantageous and disadvantageous production, encourage the output and delivery of articles that have not been ordered, and at the same time derange the output of production in accordance with orders and agreements.

It must be said that the economic managers have recently reduced their attention to the expansion and renewal of assortment. If during the 10th Five-Year-Plan our enterprises annually produced 2,000 to 2,200 articles with the index of "Novelty", now their number hardly exceeds 1,800. Meanwhile the buyers demand more and more new and modern articles.

During the past year, sewed and hosiery articles, underwear and streetwear knitted goods, and haberdashery worth significant sums remained unsold at the republic wholesale fairs because of the nonconformity proposed by industry with the orders from the trade, and the trading organizations were forced to purchase them in other union republics, and the industrial enterprises had to export the excess production outside the borders of the USSR.

Many associations and enterprises of union subordination at this year's wholesale market offered the trade fewer goods than during the past year: The Eesti Kaabel' Plant--within the limits of 98 percent, the Il'marine Plant--97,

the Prompribor [Industrial Instruments] Association and the Estoplast (Estonian Plastics) Plant--90, the TEZ [Tallinn Electrical Plant] imeni M. I. Kalinin--72.5 percent, and the Estonian Paper Industry--70 percent. There were also no new and interesting offers although there exists a long list of articles which long ago could have been produced successfully at the local level, but the trading organizations to this day are forced to supply them from other republics. At the present wholesale fairs the situation is equally abnormal.

The sewing enterprises of the republic, for example, annually renew the assortment of their articles by more than half, but the new articles do not always correspond to the requirements of the consumers. This applies in particular to winter and spring/autumn coats, coat fabrics made of pure wool, wool skirts and dresses for women, silk dresses and blouses for girls, men's suits and coats. What is the problem? Mainly it has to do with shortage of the necessary fabrics. The textile enterprises will have to renovate and expand more actively the assortment of fabrics, above all wool fabrics.

Children's winter and spring/autumn coats made of wool fabrics are a graphic example. Children's clothing must be sewn the same as adult clothing, just with a little better quality. Nevertheless coats for children are sewn on the whole from a checked fabric that is not very pretty; moreover, the trimming and cut frequently call forth criticism on the part of the buyers. But there are no other coats, and the trade is forced to offer these--unfortunately, by far not best--achievements of artistic and design thought of the workers of light industry.

The renewal of the assortment of articles in local industry as well is not managed without problems. During 1982 the industry mastered the production of 550 new and modernized articles--on the whole this is not bad. At the same time, people concern themselves little with the expansion and renewal of the assortment, for example, in the Bazar Association, which produces the most simple, but very necessary articles for the population. During the past year, it renewed only 17 percent of the articles, and during the current year even less--10 percent.

Practically all industries producing consumer goods produce few especially fashionable articles, the first experimental parts of which are sold in accordance with contract retail prices. It suffices to say that in 1982 in enterprises of the Ministry of Light Industry, the Ministry of Local Industry, the USSR Ministry of Timber and Wood Processing Industry, and the Estonian Republic Union of Consumers' Societies, the share of particularly fashionable articles came to only 1 million rubles of the total production volume and was one third as much as was envisaged by the agreements between the industrial enterprises and the trading organizations.

Naturally, there is nothing to rejoice about here. The industries which produce consumer goods possess great productive and scientific potential and have skilled personnel. What prevents them from renewing production properly? Is it not the weak utilization of the possibilities of the institutes, the planning and design and technical bureaus, and the Tallinn House of Models?\*

\*Taking into account the real increase in the well-being of the people, the House of Models would have to orient both producers and consumers to rational fashion changes.

All of these problems exist acutely not only in our republic, but also in the other union republics. Not long ago, the CPSU Central Committee and the USSR Council of Ministers adopted the decree "On Additional Measures for the Improvement of the Supply of the Population with Consumer Goods During 1983-1985." In the decree it was noted that, regardless of the increase in the output of consumer goods, the demand for them is not fully satisfied. In conditions of the growing saturation of the market with goods, the assortment and quality of the articles acquires decisive significance. At the same time, in enterprises of the USSR Ministry of Light Industry, the Ministry of Machine Building for Light and Food Industry and Household Appliances and a number of others, the output of articles violating the requirements of standards and technical conditions is permitted, as well as the output of obsolete models and designs which do not find a market and accumulate in the trade network. However, the ministries, the local party and soviet organs do not hold the economic managers strictly responsible and do not give a fundamental assessment to these facts.

For the more rapid saturation of the market with commodities, every sector of material production, every enterprise, regardless of its profile and specialization, must make its contribution to the replenishment of commodity resources. With this goal in mind, the ministries and departments, as well as the union republics, have been given tasks in regard to additional production of consumer goods in 1983 through the better utilization of internal reserves of enterprises, additionally allotted raw material, materials and equipment. The ministries and departments have been charged with bringing about a significant increase in the output of new goods of improved quality with increased consumer qualities.

The decree provides for the priority supply of enterprises producing consumer products with equipment, raw material, and materials which complete articles, as well as for the utilization of above-plan resources primarily for the additional output of these goods. Beginning this year, targets are established in the plans of the economic and social development of the collectives of enterprises for the production of consumer goods, calculated per ruble of the wage fund, which will help bring the money incomes of the population into conformity with the output of the indicated goods. It has been proposed to the enterprises of all industries that they make more active use of bank credit to increase the output of goods for the market. The USSR GosBank has been charged with the establishment of more favorable conditions of extending credit for measures develop production and increase the quality of consumer goods.

All of our economic managers must ponder this important provision. The planning organs have been charged with paying special attention, in the development of the plans for 1984 and 1985, to the apportionment of the limits of capital investments and contract work in dimensions which are necessary for the fulfillment of the targets with respect to the steady increase of the production capacities for the output of consumer goods.

Hence the conclusion: A great deal will still have to be done in the republic to eliminate shortcomings in the planning and organization of production and

in the utilization of all possibilities envisaged by the decree in regard to the better supply of goods to the population. This is a multi-faceted task, and its separate aspects must be examined only in their interrelationships. At the same time, the concrete ways of solving this problem are exceedingly different, and their complete analysis within the limits of this article is difficult. For this reason, the author--by way of an exchange of opinions--would like to dwell on only a few problems which, in his view, are most fundamental.

#### The Satisfaction of Demand and Production Efficiency

It is generally known that the increase of incomes determines the growth of the standard of living only so far as it is linked with an increase in the consumer possibilities of the population, with the satisfaction of daily effective demand, and with the development of the spiritual needs of the individual. The increase of wages must be accompanied at least by the same growth of commodity resources. In principle this is, indeed, happening. But if the balance is destroyed, so-called free funds develop. It is no coincidence that in our republic in 15 years the volume of deposits per capita increased by a factor of 8.5 and in 1982 their total sum exceeded 1,216 million rubles.

The growth of savings has its pluses and minuses. On the one hand, people acquire the possibility of not only satisfying their current needs more fully, but also to obtain expensive consumer durables. On the other hand, the incomplete guarantee of the money with high-quality goods is conducive to the increase of prices on the food market and the deficit of all goods.

Meanwhile the consumption level is characterized not only by the quantity, but also by the quality of goods, which are expressed in their higher value. This correlation depends on the general level of prosperity: The higher it is, the greater demands are made with respect to the quality of the goods being used. Correspondingly, the growth of consumption to a smaller extent finds expression in a simple increase of the quantity of goods being involved in consumption and to a greater extent--in the increase of their quality.

Balanced growth of incomes and expenditures also presupposes the systematic expansion of the sales channels of the cash funds of the population following the rise of new demands and the development of already existing demands, which is related to the organization of the new forms of the satisfaction of demands (new goods and services) and to the great diversity of the conditions of the conditions of the use of existing goods.

When we talk about the fullest satisfaction of demands, we must not forget about the increase in the efficiency of public production as a basic source of the growth of the prosperity of the people and about efficiency in the use of productive capacities. The light industry of the republic may cited as a positive example, which in 1982--through the improvement of the coefficient of the shift system and the reduction of equipment idle time--increased the output of underwear and streetwear knitted goods, as well as hosiery.

In the local industry of the republic, in 1982 alone, the following production capacities were introduced: Peat (90,400 tons a year), polymer films (750 tons), sponge articles made of latex (17.1 conventional tons), synthetic washing products (970 tons), paintwork materials (150 tons), high-quality plates and dishes (500,000 rubles worth in wholesale prices), toys (347,000 rubles worth in retail prices), and articles made of plastics (348,700 tons). This year the steady increase in capacities for the extraction of peat and the output of wire and high-quality plates and dishes is continuing.

In the enterprises of local industry the production capacities are utilized within the limits of 27.5 to 99.9 percent, and their incomplete utilization is caused mainly by the shortage of raw material and materials, as well as by the irregular putting into effect of the allotted funds.

The experience of the best enterprises of union subordination testifies to the fact that a basic change in the production of consumer goods presupposes the organization, in plants and associations, of specialized shops, sectors, brigades, design and technical services. Moreover, contrary to the opinion of some managers, neither greater capital investments, nor a significant increase in the number of workers are required. Thus, the Pyarnu Prodmash [Food Machinery Manufacture] Plant, with minimal capital investments, created a specialized section with an area of 300 square meters and is producing 17 types of consumer goods (basically articles for household use and gardening) for 770,000 rubles a year, which amounts to 9.5 percent of the total volume of the output produced by the plant. By virtue of the expansion of the production areas, the output of these goods will increase by a factor of 1.7 during the five-year-plan. In 2 years, thanks to the introduction of new shops and sections, the production capacities for the output of consumer goods in the enterprises of union subordination increased as a whole by 12.8 percent.

The further increase of the production capacities in enterprises producing consumer goods depends, to a large extent, on the efficiency of capital investments and the complete assimilation of the funds allotted for the development of the industries. Material and financial resources must, first of all, be directed into the technical reequipping and expansion of existing factories. The experience of the enterprises of Moscow, Ivanovo and other oblasts confirms the validity of this direction. We have quite a few examples in our republic as well (the Baltiyskaya Manufaktura [Baltic Manufacturing] Cotton Combine, the Norma [Norm] Association, and others).

During the present five-year-plan, the following amounts are directed towards the technical reequipping and reconstruction of enterprises in the republic: Ministry of Timber and Wood Processing Industry--56.4 percent, Ministry of Food Industry--61 percent, Ministry of Light Industry--60.4 percent, and the Ministry of Meat and Dairy Industry--63 percent of the total volume of capital investments for every ministry.

However, the allotment of the means for the indicated purposes by itself does not solve the problem. It is necessary to make economical use of them. The reconstruction of the Krengol'mskaya Manufaktura [Krengol'm Manufacturing] Cotton Combine serves as an example of such an approach. Its cost, according to the variant proposed by the planning institute came to 235 million rubles.

Meanwhile specialists of the combine, together with the ministry, after a careful review of the project, decided on reconstruction in stages without production stoppage, bearing in mind that this will cost several times less and will not affect the tempo of plan fulfillment. All of this work was conducted on the initiative and with the direct participation of the party committee of the combine.

The technical reequipment of the Pyarnu Flax Combine is continuing. After the spinning production the weaving production is being reconstructed. A significant effect is expected. Without additional expenditures and the influx of manpower, the volume of output of fabrics will increase by 20 percent. A shop for photoprinting is being created.

In the past few years, the party and soviet organs are taking measures to utilize production waste materials and local raw material to increase the output of consumer goods. In 1982 59 product designations were produced in the republic, utilizing 8 types of secondary raw material (waste materials); this year the number of product designations will almost triple and they will be produced from as many as 22 types of secondary raw material. Among them are knitted, carpet, leather haberdashery articles, sets of colored paper, growth measures for children, etc.

In 1980 the ESSR State Committee for Material and Technical Supply organized a constantly operating exposition of industrial waste materials and is now publishing an annual information bulletin (which appears in March) on the presence of business waste materials in associations, enterprises and organizations. A special purpose comprehensive program "The Utilization of Local and Secondary Raw Material in the National Economy and the Production of Consumer Goods" is being developed in the republic. As the result of the exposure of local resources and their involvement in production, the output of consumer goods increased by 19.4 percent during 1982 and amounted to 52.3 million rubles. During the first 6 months of the current year, goods valued at about 30 million rubles were produced from local resources and waste materials.

For the industry of our republic, which works basically with imported raw material and materials, their economical use is of particular urgency. This question was reviewed in the bureau of the Central Committee of the Communist Party of Estonia, as well as by the gorkoms and raykoms of the party. And, as the analysis showed, by far not all production waste materials find use in a number of enterprises; what is more, there is an overexpenditure of raw material and materials.

Quite a lot is being done in our republic to involve pensioners, invalids, women with young children, and home-workers in public production, in the first place in the production of consumer goods. Good use is being made of the labor of home-workers and workers with multiple jobs in the enterprises of the ESSR Ministry of Local Industry and the Ministry of Light Industry, in particular in such enterprises as the Kudu Enterprise for National Crafts and the Uku Association for National Artistic Crafts. The active involvement of this category in the production of consumer goods will continue in the future as well.

## The Expansion of Assortment and the Study of Demand

For the improvement of commodity turnover it is important to study and forecast demand. Unfortunately, both the one and the other up to now exert little influence on the state of affairs, since the conclusions of the services for the study and prognosis of demand only have the character of recommendations. However, it is necessary for the prognoses, reflected in the orders of the trade organizations, to serve as the main orientators, to help them execute a business maneuver in good time, taking into account the concrete requirements of the market.

Specialists who study demand and the business cycle of trade are more and more often given the question: "Why do the above-norm supplies of commodities grow, but commodity turnover is developing slowly?" And, indeed, the situation is an unusual one. On the one hand, a shortage of material resources is observed in the retail network, with the unsatisfied demand for some commodities increasing; on the other hand, the volume of above-norm commodity supplies comes to more than 4 billion rubles. The problem, it seems, lies in the fact that in the demand for consumer goods new trends are clearly observed, which neither industry nor trade were able to foresee. Under the influence of the constant growth of money incomes, the improvement of housing conditions, demographic factors, as well as a rather high level of satisfaction of the needs for many articles, the demand for them is not simply growing, but is also changing qualitatively. For this reason we must search for and find the solutions to the following problems: The output of which commodities must simply be increased, the assortment of which goods must be changed, and the quality of which products must be significantly improved. Trade can and must be the reliable partner of the manufacturers here.

Appearing as the authorized representative of the buyers, trade is called upon to fight against the ignoring of the interests of the buyers and especially to press for the output of the articles that pile up on the counters and in the warehouses.

The new correlation of demand and supply with respect to some commodities was caused by the change of retail prices. However, is it right to reproach trade for the inability to sell some articles of light industry, for the formation of their above-norm supplies? There are various opinions on this score, but one thing is clear: Trade must improve its activity, taking into account the new conditions. At the same time, in the establishment of new prices for once commodity or another, both industry and trade must manifest greater flexibility and have a better knowledge of the market. It is considered that the price increase entailed an increase in supplies, for example, of coats with fur collars. But the problem, it seems, does not only lie in the price. Unattractive fashions and models and the low quality of fabrics serve as a reason for the accumulation of supplies of other sewed articles as well.

When we are talking about the satisfaction of the needs of the population, everything is important--both the quality of articles, the diversity of the assortment, the ability to maneuver with commodity resources, and the study of demand--moreover, not only the study, but also the active formation of reason-

able demands, including with the aid of advertisement of commodities really being produced. In short, the rationalization of demand and its structure is also necessary--which presupposes the mutual approximation of production and demand.

One of the instruments for the maintenance of normal proportions between demand and supply is a long-term price policy. The observance of the proportions is secured through the growth of production in agreement with that part of the monetary incomes of the population which goes for the purchase of goods and the payment of services. The growth of supply in combination with the improvement of price formation makes it possible to eliminate the deficit of individual goods.

Until recently a trend was observed toward the excessive expansion of the range of goods, the production of which was determined through central planning or through special decisions. It would seem that this could only be conducive to the satisfaction of demand. In actuality, the ministries which reported only on the fulfillment of the plan targets for the production of individual commodities declined all responsibility for the satisfaction of the needs of the national economy with respect to the products list established for them. Meanwhile such responsibility is provided for by the statute on the ministries, with the head ministries being stipulated which are responsible for the delivery of goods that are produced by several ministries.

It is necessary to continue the search for new forms of cooperation between production and consumers. One of them is represented, for example, by firm stores of the large industrial associations and enterprises, where the products can be tested in practice, where their future mass circulation and price can be determined, and where correctives in some their parameters and characteristics can be introduced. This question is not being raised for the first time. Already in 1977, the decree of the CPSU Central Committee and the USSR Council of Ministers "On Measures for the Further Development of Trade" ordered the industrial ministries, whose enterprises produce consumer goods, to create a network of model firm stores. However, during the years that have passed since that time, only the ESSR Ministry of Timber and Wood Processing opened a real firm store--the Tallinn House of Furniture, built under its own direction. As far as the firm stores of the Ministry of Light Industry of the republic are concerned--and, by the way, there is a total of two of them: Marat and Siluet--for the time being they do not at all answer the purpose.

The largest industrial ministry of the republic, with a production volume in excess of a billion rubles a year, it would seem, is in a position to build, in the immediate future, several modern firm magazines which are called upon to analyze the opinion of the buyers with respect to the merits and shortcomings of articles and to effectively orient the associations and factories toward the output of goods that are in high demand. To this end, we must hold conferences of buyers more often, distribute questionnaires among them to reveal needs, and to make skillful use of progressive experience--both domestic and foreign.

It goes without saying that it is difficult to master progressive methods of serving the population through the efforts of the industrial ministries alone. The initiative of the economic executives must be supported by the local Soviets and the trade organs, which are obligated to take part in strengthening the material-technical base of the firm trade, to help the ministries and departments to supply the stores with modern equipment, and to show greater concern for the selection and training of personnel and the increase of their professional skill. In the department stores it is expedient to create special departments and sections for the sale of articles which are being produced by local enterprises. These firm sections must be given preference in the receipt of new types of articles directly from the industrial enterprises.

There are many possibilities for strengthening the links between trade and industry for the purpose of satisfying customer demand; the only thing necessary is to make fuller use of them. We are also talking about the conducting of joint sessions of the collegia of the ministries, the creation of working groups to solve urgent problems of one sort or another, and the conclusion of agreements on cooperation.

#### The Quality of Production and Production Costs

On 1 January 1983, 1,200 articles of 75 enterprises of the republic were marked with the State Emblem of Quality. Of them, 981 or 82 percent are consumer goods. In some enterprises the articles with the Emblem of Quality constitute about 50 percent and more of the total volume of commodity production (the Association imeni V. Klementi--58.2, the Vyru Furniture Factory--56.4, the Norma Association--52.8, the Sangar Sewing Factory--46.6). However, a great deal still will have to be done to improve the quality of products.

The Emblem of Quality is annually given to only one-fifth of the consumer goods newly put into production. There are known cases of the deprivation of the already conferred honorary pentagon, defective goods and the lowering of the quality of production because of defects of a production character. In 1982 economic sanctions were applied to a number of enterprises for the manufacture and sale of low-quality goods. Low-quality production valued at more than 324,000 rubles was excluded from plan fulfillment accounts, and 317 persons were subjected to disciplinary punishment and held materially responsible.

However, this is only one aspect of the matter. In the final analysis, the quality of a commodity is judged by the consumer, moreover not by the quantity of production with the Emblem of Quality, but by what he sees and can purchase in the stores. The assessment of the customer must become the main criterion for the work of industries which produce goods for the people. As the prosperity of the Soviet people grows, the demand on industry to produce goods that would fully satisfy the growing needs of the consumers in terms of quality, convenience and novelty, are becoming increasingly urgent.

The economic aspects of the concept of "the quality of production" are not treated identically. The organs of the USSR State Committee for Standards, for example, determine the quality of production mainly as the conformity of production with the technical specifications. With the same success one can define the quality of a commodity as the conformity with the modern require-

ments of science, technology and everyday life or as the fitness for use according to purpose, etc. All of these assessments have a real foundation: The designer, for example, must see to the conformity of the article being developed with the requirements of scientific technical progress, the controller of the Department of Technical Control--to the conformity of production with the technical specifications, but for the consumer the fitness of the article for use is important.

However, these formulations, as a rule, do not reflect the dependence of the quality of production on the expenditure of public labor for its production, sale and consumption. One cannot forget that the quality of production is also an economic category. The increase of the quality of goods, for example, is influenced by the plan price, and, vice versa, quality itself serves as one of the main price-forming factors. It is perfectly clear that the motto "Quality at Any Price" is difficult to justify in economic terms, although to reject it completely is also impossible for the time being. But at least the production expenses must be reduced.

Quality is a dynamic category. We must constantly search for its optimal level. New technology, the production and application of new and less expensive materials, and the improvement of the administration and organization of production--all of this is conducive to the reduction of expenditures for the increase of quality, and in this way its new, higher optimized level is composed. The deviation from it signifies superfluous public expenditures for production or consumption and thereby postpones the fuller satisfaction of demands.

The growth of the production of goods for the people and the expansion of the service sphere, along with the Food Program, occupy a central place in the social program adopted by the 26th CPSU Congress, and its fulfillment must be the subject of constant concern of the party, soviet, and trade union organs, the ministries and departments, since its goal is the further increase of the prosperity of the Soviet people.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### TECHNOLOGICAL ADVANCES IN LIGHT INDUSTRY OUTLINED

Moscow TEKSTIL'NAYA PROMYSHLENNOST' in Russian No 1, Jan 84 pp 1-3

[Report: "Accelerate Scientific and Technological Progress in the Textile Industry"]

[Text] The Main Directions for Economic and Social Development of the USSR, which were approved at the 26th CPSU Congress for the 11th five-year period, call for the dynamic and proportionate development of public production and for improving the Soviet people's welfare.

The most important task presently defined by the party's economic policy in light industry is that of meeting the population's needs for items in great demand to the maximum possible degree.

Light industry today consists of 28 subbranches and more than 2,000 production associations and enterprises, which produce more than 56 percent of the nonfood goods, or around 17 percent, of the nation's total industrial output.

Light industry is being rapidly developed during the 11th five-year period.

Special attention is being given to the production of new and modern types of products with good operational features, which are in great demand.

Basically new types of fabrics, practical materials, synthetic leathers and furs, sewn goods of light, composite and pile fabrics, including velveteen and velvet, knit goods of velveteen-like, light cloth, and so forth are being developed during the current five-year period.

Qualitatively new changes are being made in the line of articles produced by light industry by unifying the assortment, reducing the quantity of materials used in the fabrics and using synthetic fibers.

In order to increase light industry's output and significantly improve the quality and assortment of goods, we must have rapid scientific and technological progress in the branch. Its economic and its scientific and technological capability are growing by the year. More than 350 enterprises were built or reconstructed during the 10th five-year period alone. This work is continuing in the 11th five-year period.

Around 70 percent of the funds allocated for construction have been used for the technical reequipping, reconstruction and expansion of existing capacities.

Special attention is being given to the creation of branches of existing enterprises, which makes it possible to significantly increase output with relatively small capital investment volumes.

New production equipment is being extensively used at branch enterprises: pneumatic spinning frames instead of ring-spinning frames in the spinning industry, and draw, pneumatic and other looms in the weaving industry, which make it possible to produce the fabrics at high speeds. Draw looms now account for around 20 percent of the total in the cotton industry, for example, 60 percent in the silk industry and almost 100 percent in the wool industry. A total of 82 percent of the machines are new in the textile industry's spinning operations, and 77 percent of the looms are new in weaving operations. More than 70,000 multiple-loom operators increase their servicing area each year as a result, making it possible to reduce the number of workers by approximately 4,000. The cotton and silk branches have shock workers servicing more than 100 looms. These include the Barnitskiy Silk Combine, the Vichuga Spinning and Weaving Factory imeni V.T. Nogin and others, for example. The main task in the development of multiple-machine-minding is that of reducing the labor-intensity of production and raising the overall level of labor productivity.

Today more than 600,000 light industry workers have mastered the process of minding a larger equipment area. The achievements of the outstanding teams and innovators are being disseminated extensively in the branch.

Further growth of labor productivity is inseparably linked with the extensive adoption of progressive equipment and technology.

The program outlined for the development and series-production of new equipment for light industry during the period 1981-1985 calls for the development of around 500 types of equipment, which means that 100 new types of machines, lathes and lines will be put into use in the branch each year. It is planned to turn out 12,500 spindleless, pneumatic spinning machines, more than 60,000 draw looms, 15,000 cotton carding machines, 850,000 universal and special sewing machines and a large quantity of other equipment at enterprises of the Ministry of Light and Food Industry during that period.

We are faced with implementing a vast program for the application of scientific and technological achievements in production. Capacities for turning out production equipment for all branches of light industry will grow considerably by the end of the 11th five-year period. The process of improving this equipment is based on the use of automation, the creation of highly automated systems and flow lines and robot equipment, which constitutes a qualitatively new stage in scientific research and planning and design work.

In the spinning industry we shall continue adopting automated flow lines, reducing the number of transitional processes, mastering the spindleless systems, mechanizing manual operations and achieving better use of raw materials.

In the weaving industry we shall continue to work on the development and application of totally mechanized draw-weaving sections and automated weaving operations based on the sections, which will make it possible to increase labor productivity 2- to 2.5-fold and to improve working conditions.

New production processes and equipment systems are already being developed and mastered in the knitwear industry for the production of knit goods and hosiery items. These include high-speed knitting equipment with a high degree of automation.

Work is being performed in the finishing operations to set up automated flow lines for the high-quality finishing of fabrics based on new technological designs and equipment systems, which will make it possible to increase labor productivity 2- to 3-fold and to improve the product quality.

Two main directions have been taken as the main directions for developing the assortment of commercial and industrial fabrics: freeing the maximum possible quantity of natural fibers for use in household fabrics, and increasing the portion of nonwoven production as the least labor-consuming and economically most effective system of producing fabrics. During the five-year period it is planned to free around 300 million square meters of cotton fabrics from the production of industrial items and replace them with nonwoven materials.

The continuing development of light industry will also involve the extensive adoption of a comprehensive quality control system and an automated production control system.

The branch is constantly faced with new tasks as a result of the constant improvement of the Soviet people's welfare and the increased demands made of consumer goods by the population. In order to accomplish them we must improve the technological level of production and the quality of the products, and extensively adopt scientific achievements.

The potential of the branch scientific research, design, planning and design, and technological organizations and higher educational institutions is not being used adequately in the branch at the present time. The results of a significant portion of the completed research projects are not being extensively and rapidly applied in the national economy. The quality of certain types of products does not measure up to the modern level, and they are not very competitive. The periods of time involved in developing and mastering new types of equipment and technology are drawn out without justification. The system for certifying manufactured goods also needs to be further improved.

Developments from institutes of the USSR Academy of Sciences, Union republic academies of sciences and branch academies of sciences are being poorly utilized in scientific research performed in the branch.

These deficiencies were pointed out in the decree passed by the CPSU Central Committee and the USSR Council of Ministers on 18 August 1983, "Measures to Accelerate Scientific and Technological Progress in the National Economy," which constituted a new phase in the development of our entire national economy.

In accordance with this decree the USSR Ministry of Light Industry has defined the main directions of scientific and technological progress in the branch.

The main attention will be focused on the extensive automation of production processes based on automated robot systems and computer equipment.

It is planned to set up scientific and technical centers in the cotton, silk, wool, linen, knitwear, sewn goods and leather footwear subbranches for purposes of improving control of science in the branch, eliminating duplication and small projects of limited application in the work of the scientific research and the planning and design organizations, accelerating the scientific research projects and the application of their results in industry.

We are going to have to set up temporary scientific production subdivisions dealing with the most important problems of light industry in the production associations and at the enterprises.

The scientific and technical center for the subbranch should include a central scientific research institute, which will have the function of a head organization, and All-Union scientific research institutes, specialized and regional institutes, with branches and experimental production units.

The central, head scientific research institute is charged with coordinating the work of organizations which are a part of the center, and the work of Union and republic planning and design and technological organizations and the scientific research laboratories of enterprises and higher educational institutions for the different areas of scientific research conducted by these organizations for the specific subbranch, as well as monitoring the performance of this work.

In order to assure normal economic functioning of institutes and organizations which are a part of the center but are located in other cities, they will retain their economic independence--current accounts, independent balance and non-subsidized relations with the client.

Organizing the centers will make it possible to increase the role of the head institutes with respect to directing and coordinating the work of scientific research and planning and design enterprises of the Union republic ministries of light industry and to concentrate the work on specific problems under a single branch plan.

The USSR Ministry of Light Industry has worked out a draft statute defining the main tasks, the authority and responsibility of the scientific research institutes heading the scientific and technical centers.

Unlike the existing procedure for planning and conducting scientific research, this statute assigns to the central scientific research institutes heading the scientific and technical centers, the task of working out the main directions for the scientific research and comprehensive plans for the long term and for the five-year period. These directions will include projects performed by all of light industry's scientific research and planning and design organizations for the corresponding subbranch.

For purposes of accelerating the technical reequipment of production and increasing the output of high quality products on this basis, the Union republic ministries of light industry and the RSFSR Ministry of the Textile Industry have been issued an assignment for introducing highly productive, modern equipment presently in series production, as well as new types of equipment as it is developed, at enterprises under their jurisdiction during the period 1984-1990.

The new phase in the implementation of the scientific and technological policy will be characterized by a significant increase in demandingness and responsibility for the fulfillment of plans and assignments for the development of science and technology. These assignments will be included among the most important indices used as the main indices for assessing the results of the economic work of the collectives and for totalling up the results of the socialist competition.

Along with increasing demandingness with respect to the fulfillment of plans covering new equipment, it is planned to increase material incentives for the enterprises, scientific research, planning and design, and technological organizations to adopt progressive technologies and materials and to increase the specific portion of new, high-quality products.

A great deal of attention is given to matters of improving product quality.

Beginning in 1984, light industry products will be certified in two quality categories. Manufactured goods not certified for the highest or the first quality category are to be taken out of production.

The standards are to be worked out on the basis of interrelated demands of the technical and economic indices of machinery, equipment, instruments, raw and processed materials, and assembly parts. These demands must exceed the level presently achieved and conform to the projected world quality of equipment and technology.

The implementation of these measures will make it possible:

- to significantly enhance the effectiveness of scientific research aimed at the development of fundamentally new types of items, technological processes and equipment, and to reduce the time involved in developing them and adopting them in production;

- to sharply increase labor productivity by accelerating the application of new equipment and technology, automating the production processes, employing automated machines and mechanisms and robotic systems, employing Soviet and foreign know-how, and extensively applying progressive methods for organizing production and labor, especially the brigade system of labor organization and incentives;

- to make prudent use of fuel and energy, raw and processed materials and labor, and to protect the environment;

- to improve the structure of the textile materials by increasing the portion of knitted goods and nonwoven cloth and making maximum use of modified synthetic fibers, which improve the consumer features of the products;

--to further reduce the material-intensity of light industry goods, to free the maximum quantity of natural fibers from production and industrial use, and to work out and apply technically sound standards and normatives.

This will help to further improve the assortment of light industry goods with indices measuring up to those of the best world products, and to enlarge the output of the high-quality merchandise in great demand.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### MINISTRIES REACT TO COMPLAINTS ABOUT BREAD QUALITY, VARIETY

Moscow NEDEL'YA in Russian No 51, 19-25 Dec 83 p 2

[Article by the NEDEL'YA Economics Section: "The Round Loaf Which Everyone Makes: Five Ministers Tell of What Has Been Done After the NEDEL'YA Roundtable Discussion"]

[Text] In issue No 33 of NEDEL'YA under the headline of "Our Common Round Loaf", a roundtable discussion was presented in which managers of a number of ministries associated with the production and sale of bread and the output of bread boxes participated. How to reduce bread losses, what must be done to improve its quality and expand variety -- these were the topics of discussion. In the course of the discussion it became clear that many problems arise at the junctures of departmental interests and may be resolved to a significant degree if the parties wish to "coordinate" their positions. The means were given by which this could be achieved.

About four months has passed since that time. Has the situation changed after the roundtable meeting? What has been done and what problems remain? We addressed these questions to the ministries whose managers took part in the discussion. Here is what we were told.

N. N. YEVDOKIMOVA, Director of the Grain Products Trade Section, USSR Mintorg [Ministry of Trade]:

I would like to begin with the fact that recently our relations with related organizations, primarily with the USSR Minpishcheprom [Ministry of the Food Industry] have changed noticeably and become more efficient. We have implemented a series of joint measures and investigations, developed plans for unified action for the future (for example, we have studied the situation with the production, delivery and sale of bread in Moldavia and Latvia and worked out recommendations for these republics). The Unified Operative Commission of the two ministries which, by the way, was created after a joint meeting of the Mintorg and Minpishcheprom party committees, is, in our opinion, operating effectively. As a result of our joint work, certain republics have been given

increased assignments for the output of those bakery products which the buyers lacked. This is, so to speak, the overall picture. Now let me speak more specifically -- on those topics which were raised at the roundtable discussion.

Today we may note that industry has begun to supply products weighing 700-900 grams in place of the more "weighty" loaves and round loaves. In the nine months of this year, the bread baking plants have produced 753,000 tons of such bread over the plan, and its output has increased by 14 percent as compared with last year. Many more national varieties are now being baked, particularly in certain republics. In Georgia, for example, the growth over last year comprised 28 percent, in Azerbaijan -- 26, in Tadzhikistan -- 20, and in Uzbekistan -- 18 percent. However, Kazakhstan and Turkmenia are giving this matter little attention. We received 683,000 tons more bread with milk curd from the industry than in this same period last year, as well as more varieties with protein additives.

However, as before, the output of small-piece bakery items weighing 500 grams or less is still low. For example, their production has dropped in the Russian Federation, Georgia and Turkmenia. In many republics the demand for them is not being fully met. There is a shortage of cracker-roll and dietetic products available for sale.

The next problem -- quality -- is probably the most persistent. It is this which determines to a great degree whether or not there will be leftovers, "excess" bread. Yes, the industry is presently doing much to see that the bread will be tastier. It is introducing new technologies, using various improvements, etc. We in turn have taken on a stricter attitude toward suppliers and have tightened requirements for accepting bread for sale in stores so that the buyers would get as little spoiled goods as possible. In the stores themselves we are improving bread storage conditions, using curtains, film wrap, and enclosed shelves. This helps to retain the appearance and freshness of the products for a longer time and reduce the return of stale bread for reprocessing. Nevertheless, the problem remains. The percent of spoilage is still high, particularly in the republics of Central Asia and Transcaucasia.

In our opinion, the ratification of a GOST [State All-Union Standard] for flour, which is the basic raw material, would help in improving bread production. After all, sometimes it is difficult to hold the bread bakers responsible for the quality of the products when they are working with low quality flour.

There are still also many problems with the containerization of bread shipments, although this work is coming along. For example, in the RSFSR there are already 1,880 stores capable to accepting and utilizing containers. However, many of them continue to trade in the old manner. The main reason for this is that there are no containers, there are not enough special vehicles, and the bread baking plants are not reorganizing their work based on container shipments.

I might also add that the USSR Mintorg, as before, is devoting serious attention to advertising-propaganda work among the population, knowing that the careful,

rational attitude toward bread in everyday life will greatly determine whether or not it will be "leftover". Thus, recently at our request, bookmarks were produced (for school children and adults) with a call to save bread. A number of other steps have also been taken, which our partners from Minpishcheprom will probably tell you about. After all, we do have common problems.

V. V. KOCHERGIN, Director of the Baking, Macaroni and Yeast Industry Main Administration, USSR Minpishcheprom:

We have presently coordinated with the USSR Mintorg technical conditions for the manufacture of an experimental batch of products (including long-loaf type) in polyethylene packaging. The volume of this production is 130,000 tons. According to the results of experimental production, we will expand the output of packaged products, provided, of course, that we are supplied with the film wrap. The situation here has improved somewhat in recent months. While in the entire last year we received 55 tons of plastic film wrap from the Minkhimprom [Ministry of the Chemical Industry] and things did not go well in the beginning of this year, in ten months we received over 330 tons. Despite such growth, this is still much lower than the planned deliveries and even lower than our needs.

It was mentioned at the roundtable discussion that the schedules for sale of bread are often disrupted at the stores. One very important decision was added to the measures implemented together with Mintorg: we reached an agreement with the USSR Gosstandart [State Committee for Standards] that the schedules for sale would be included in the GOST standards for bakery goods. This means that the responsibility of all interested parties will be increased, and primarily of the trade organizations.

In the last months of 1983, work was continuing at Minpishcheprom on improving the quality of bread production and variety. In November, for example, an All-Union seminar was held on this topic in Riga, and before that the collegium of the ministry reviewed the results of an investigation conducted in Turkmenia. Today we may say that we have achieved growth in production for many of the types of products whose shortage was discussed by the ministry directors at their meeting in NEDELYA. New varieties will also appear. For example, a recipe has been developed for cornbread made from peeled rye flour. Permission has been obtained from the USSR Glavmikrobioprom [Microbiology Industry Main Administration] for the manufacture of new comprehensive additives based on enzyme preparations (which we developed). An experimental batch of such additives will be ready in 1984.

If the readers of NEDELYA remember, in the summer we spoke of the difficulties which our sector is experiencing with equipment for enterprises. How are matters now? The first shipment of packing machines has been received. The order for dough separating machines has been almost completely filled. They will no longer be "in short supply". However, for many types of machines and automatic apparatus the "gap" is still large. These are dough mixing machines, dough shapers, separator-shapers for small-piece products, and others. However, we have not lost hope that the Minlegpishchemash [Ministry of Machine Building for Light and Food Industry and Household Appliances] will finally provide us with all that we need. I would also like to point out that the industry still does not produce complete set lines for the production of bakery goods. The equipment

is received piecemeal. There are still no flow lines for the production of cracker and bagel products.

O. D. GAVRIKOV, Director of the All-Union Production Association "Soyuzpishchemash" of the USSR Minlegpishchemash:

In 1983 we will manufacture 400 new dough mixing machines A2-KhTB, which are 25 percent more productive than the former models. The following year we will already produce 1,600 of these. This is only one example. Overall, the volume of equipment production in our association will increase by about 7.5 percent, and even more for the machines which are in shortest supply. Moreover, growth rates have been defined for the manufacture of bakery equipment by other associations of Minlegpishchemash. We might add that even now the demand has practically been met for certain types of equipment, which is evident from the orders of the bakers.

Let me say a few words about several of our recent innovations. Work is being completed on development of a line for the production of sooshkas [small ring-shaped cracker] at a capacity of 200 kilograms per hour. Experimental models of an automatic control system and a system for stabilizing the mass of prepared goods for dough separators have been developed. An experimental model of equipment for bread storehouses is ready for output. A line for the production of formed bread in tunnel ovens is being tested, and an automatic handler for loading unbaked loaves into the oven has been developed.

This, obviously, is but a partial list of our innovations. I will only add that it could be much longer if the question of the experimental base were resolved once and for all. Here is the most recent example: Four times we were given names of different plants for testing a new production line with a 100-meter oven. Finally we settled on the Donetsk. However, the conditions there turned out to be entirely different from the initial conditions used in designing the line. Therefore, we are now engaged in extensive alterations. Therefore the tests are being put off and additional expenditures have arisen.

A. V. DOBISHCHUK, Deputy Director of the All-Union Production Association "Soyuzplastpererabotka" of the USSR Minkhimprom:

We could have given the bakers more plastic film wrap than we did. The equipment is operating normally. However, we are greatly deceived by the suppliers of polymer raw materials. Thus, in the fourth quarter we received almost half the planned amount from Severodonetsk. And after all, Severodonetsk supplies two of the four plants which make film wrap for the bread industry. Certain difficulties have arisen also with the width of the film. The consignees ask that it be manufactured in narrower widths. This is a problem which we will try to solve. However, polymer raw material -- this is a problem for Minneftekhimprom... [Ministry of the Petroleum Refining and Petrochemical Industry]

A. P. KOLUPAYEV, RSFSR Deputy Minister of Local Industry:

At the roundtable I told of our plans to manufacture wooden bread boxes. Our work has moved ahead. In ten months we have made over 60,000 bread boxes. The

enterprises of local industry in Gorky Oblast (13,000 units), Vologda Oblast (7,000), Kirov (over 6,500), and Karelia (8,000) were especially outstanding. Before the end of the year, buyers will receive about 80,000 bread boxes. I might add that buyers have already given us their evaluation -- they buy our bread boxes very quickly. I would once again like to praise the NEDELYA competition which attracted attention to wood bread boxes. They are both decorative in the home, and help to keep the bread fresh.

It would seem that not much time has passed since we held our roundtable discussion. But, as we see, we can already say that the situation is gradually changing, even though by far not all the problems have yet been solved. This means that we will not conclude this matter. In the new year NEDELYA will watch how things are going with those who determine what bread we buy and how long it "lives". We will keep the readers informed of this.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### STALE BREAD PROBLEM DISCUSSED

Moscow SOVETSKAYA ROSSIYA in Russian 3 Jan 84 p 2

[Article by V. Kondakov, SOVETSKAYA ROSSIYA special correspondent: "Why Bread Goes Stale"]

[Text] Oftentimes, when Venedikt Ivanovich Stremin goes to the local store, he becomes unhappy. He knows that on the counter he will again see crushed loaves of bread with unbaked centers, and next to them will be stale rolls. This sight deeply saddens the former front line soldier, who during the war had occasion to learn the price of the blockade ration -- that earth-colored piece which has today become a museum exhibit. Bread means too much to Venedikt Ivanovich to allow it to spoil, and he decided to get to the bottom of this outrageous matter. It is difficult for the veteran to travel, so he called the bread baking plant in Mikhaylov by phone. A woman who identified herself as the chief engineer answered the phone. She was quick to give lots of justifications: the flour is of the wrong kind, there is a lack of the necessary baking forms, there is a shortage of yeast, etc...

"I think you lack the main thing -- conscience," said Venedikt Ivanovich, but the dial tone was already buzzing on the line.

The veteran thought for a long time and consulted with his neighbors before writing to the rayispolkom [rayon executive committee]. In this letter, he told of the unsolved problems of rural life, including the bread problem. It is a 20 minute bus ride from the rayispolkom to Oktyabrskiy. Its workers could make the trip and see the situation for themselves. But no, the letter was "sent down the chain of command" to the village Soviet. From there to Stremin's house it is literally a hop, skip and a jump. However, the village Soviet chairman, M. Klinskaya, did not wish to meet personally with the war veteran. She decided that paper is somehow more customary and reliable. The official response was sent to the address two houses down the street, and a copy was sent to the rayispolkom. But either they forgot to mail the letter or the mailman did not deliver it. In any case, Venedikt Ivanovich did not get a reply, even though the copy had been neatly filed away at the rayispolkom.

Venedikt Ivanovich decided to turn to the editorial office of SOVETSKAYA ROSSIYA and to share his concerns with the readers.

"We have become so accustomed to the fact that our bread is cheap and tasty, that we simply do not notice this fact. We do not think about its social essence. We either have bread or... But it is this 'or' which we do not have. There is always bread, and it is available to everyone. This is an achievement of socialism about which hundreds of millions of people on this planet may only dream of as a miracle. And it is no accident that the West calls our prices on bread communist propaganda. After all, bread is truly the most persuasive propagandist and agitator. Next to it any slogan is meaningless. This is a product of a moral property without which, in the words of Terentiy Mal'tsev, not a single gear will turn at the production plant. So can we allow it to be mangled by a baker's carelessness or, worse yet, used for cattle feed? The careless baker undermines something very important and dear in people's souls. Therefore, the bread baking plant should be listed not only as a department producing food products, but as one which produces moral and spiritual values..."

This is what Venedikt Ivanovich essentially wrote about to the editorial office, and we can only express our pity that no one in the Mikhaylovskiy Rayon wanted to listen to his ideas which concern a very sore side of local life.

We went to store No 36, where the author of the letter buys his bread, together with the party raykom secretary, I. P. Brykov. Emotions were running high there. The buyers were indignant at the deformed loaves of bread which had been crushed during shipment.

The sales clerk answered with exasperation: "We sell what we get. If you can't like it, don't buy it." The intervention of the raykom secretary was required to return the spoiled bread for reprocessing. The day before they had sold stale rolls here and, since there had been no directives from above, the rock-hard buns still lie on the shelves. We asked the store director, M. I. Mityayev, if he knows the regulations on bread sales and if he is acquainted with the resolution concerning its economy. Yes, he knows about it, he had received the special instructions. Then what is the problem? "I'm sorry," the director says, discouraging us with his answer.

At it turned out, the loaves were smashed because they are shipped to Oktyabrskiy from Mikhaylov, despite the fact that the settlement has its own bread baking plant. The residents cannot understand why it does not supply the local store. The problem is, you see, that this plant belongs to a different department -- the raypotrebsoyuz [rayon consumer's union]. Would it be so difficult for the managers of the two rayon trade organizations to sit down at the "roundtable" for discussion and resolve the matter in the interests of the buyers?

The Mikhaylov stores display posters on the respect for bread and its economy. However, when the buyer casts his glance from the pretty pictures to the counter, he often sees it either empty or cluttered with stale loaves. Here is the report of the public controllers eloquent title, "Who Creates Lines?":

"Cases of absence of bread in the stores in the morning and evening hours are quite frequent, and discontinuities are observed in bread delivery in the course of the work day. This creates lines. On the day of inspection, the entire upper part of the city was without bread, although the stores had opened at

8 o'clock in the morning. Bread appeared only after 12 noon. On 21 August at store No 7 there was no bread already by 12 o'clock. The sales clerks answered in a weary voice: 'We don't have any bread and we will not be getting it!' Meanwhile, at the bread baking plant they did not know what to do with all the baked bread. The shelves were packed and the loaves were becoming deformed."

"Also, it sometimes happens at the plant that with an excess of baked bread it is necessary to stop work and let the work shift go home. This leads to disruptions of the technological process and reduces quality. This makes the workers, who lose wages, nervous. They cease to value their work, and this leads to personnel turnover."

These are the troubles which arise solely because the managers of trade and of the bread baking plant A. Senin and S. Lukibanov cannot agree on a schedule of bread delivery to the stores. First there was one, then another, and now it seems it is necessary to switch over to a third. I had the opportunity of hearing the bitter exchange between these two responsible workers, who never did come to any agreement. It was necessary to turn to the court of arbitration -- rayispolkom chairman S. M. Oreshkin. He assured us that the schedule would be worked out and ratified in the next few days.

Confusion in bread deliveries to stores is by far not a local phenomenon. That which happens in Mikhaylov also happens, if we judge by the editorial mail, in many other rayon centers. "Much has already been said and written about this problem, but there have been no changes," writes a baker's brigade leader from Novozybkov of Bryansk Oblast, I. Shapovalov, with indignation.

I had still another request from the citizens to convey to S. M. Oreshkin -- to put an end to "pilfering" at the bread baking plant. After all, the very fact that this occurs is no secret to anyone in Mikhaylov, including also the rayispolkom chairman. And after all, why not pilfer if the plant has a control post and gates, but no fence. This is how such products as yeast, which is presently in short supply, falls into the hands of those who like to trifle with moonshine. S. M. Oreshkin gave his word that installation of the fence would begin the very next day. But if this is all so simple, then we may ask, what had they been waiting for all this time?

We also spoke with the chairman about the following ugly situation. There are certain impudent people in the village of Oktyabrskiy who feed their hogs with the cheap bread and, taking advantage of the meat shortage, sell them at market for triple the price. For themselves they bring long loaves from Moscow. And, can you imagine, some people consider such grabbers business people who know how to live. Now, isn't this an insult to the working man? In the opinion of the letter's author, V. I. Stremin, if the bread were better, people would be ashamed of taking bags of it to use as fodder for hogs. It turns out that the problem of low quality spills over into a problem of increased grabbing by people who are making their fortune on the weaknesses in our economic management.

In answer to this, S. M. Oreshkin noted that this phenomenon is not typical for the rayon as a whole. Even if it is not typical, nevertheless individual cases like this poison the moral atmosphere and sow the seeds of easy profit,

which we can in no way overlook. Moreover, all that is needed is to strictly observe the regulations of bread trade.

However, the problem of quality is much more complex. The bread baking plant in Mikhaylov is old and operates with equipment which is worn to the limit. At the initiative of the party raykom, a control baking test was performed. Even with strictest adherence to the recipe and technology, it was impossible to get good bread. For many years there has not been a chief engineer. His responsibilities are performed by the laboratory director.

This is the "management" which Sergey Lukibanov found when he came here three years ago as a young specialist. At first he had bold plans for reconstruction and brought his proposals to the party raykom. There the directors supported him and directed the proposals to Ryazan. But at the oblast management of the food industry they were interpreted differently: the little plant in Mikhaylov is of low capacity and resolves nothing within the scope of the oblast. Therefore, it makes no sense to reconstruct it. Lukibanov was given the option: either withdraw your project, or leave the position if you cannot ensure management. Since that time, the young director is stopping up the gaps, so to speak. Even an ordinary gear turns into a problem which cannot be solved in Mikhaylov. And what can one say about yeast, which has become a problem not only for Mikhaylov, but a general all-union problem? We can only repeat after Lukibanov: "After all, someone must answer for the fact that bakery plants are feverish over yeast!"

There was nothing left to do but to go to Ryazan, to the food industry administration. I expected a difficult and long drawn-out conversation, with countless references to objective difficulties. But unexpectedly, our story has a happy ending. The management at the administration had changed. It was now headed by the former party worker A. M. Makarov. The letter to SOVETSKAYA ROSSIYA cut him to the quick.

"Our great fault lies in the fact that we did not reach Mikhaylov," said my interlocutor. "In justification I can only refer to the fact that bread baking plants in the rayon centers are sorely neglected."

A conference of leading specialists was immediately called. Let me list what they decided. Engineers will be sent to Mikhaylov to work out the technology for baking bread. Work on the installation of a facility for non-containerized storage of flour will begin immediately. A dough kneading machine and other equipment will be allocated.

Thus, many years of foot-dragging whose direct consequence was the dissatisfaction of thousands of people, were resolved literally in one hour.

They say all's well that ends well. This is true. Nevertheless, the story of the Mikhaylov bread leaves a bitter aftertaste in the soul. After all, why is it that the population of an entire village must turn to Moscow to resolve its most basic daily question?

It seems that this article should be considered as one more appearance--this time at a conference which should be called in the office of the director of the republic's Bakery Industry Administration, A. N. Anashin for the purpose of discussing the lessons of the Mikhaylov story. However, the agenda may be formulated as follows: what must be done to finally stop the complaints of the people about poor bread quality? After all, of the 30 million tons which are baked every year in our country, five million go not on the table, but to waste. That is every sixth loaf and long loaf. A good half of these losses must be attributed to you, comrade bread bakers and trade workers. Another confirmation of this fact is the report of the "Bread and Salt" operation by our correspondents, published on 24 December 1983 in SOVETSKAYA ROSSIYA. In fact, the reason for this report was a letter about the poor supply of bread in the very same Ryazan Oblast.

Since ancient times in Russia, the baker who burned the loaves was harshly punished. Today, times are incomparably more humane. At worst, the punishment for burnt loaves is deprivation of a bonus. However, bread, even though it now costs kopeks, is earned by our plowmen and our people, as in times before, at a very high price.

The writer Konstantin Simonov, who told of the fierce battles for Mikhaylov waged during the war, considered it his duty as a front linesman and citizen to return to this land during peacetime to tell the people about the exploits of the village boy Anatoliy Merzlov. Do you remember? At the cost of his life, he saved a wheat field from fire. Today it is called "Merzlov's Field". Last fall it yielded a harvest unheard of for this area -- 33 centners per hectare. The crop was grown by young people who graduated from the Machine Operator's School imeni Anatoliy Merzlov. In front of the school on a pedestal stands the hero's tractor, and he himself greets all who come to the rayon -- a bronze and forever youthful Tolya Merzlov, who fell in peacetime in the battle for bread.

To mangle such bread would be a sacrilege!

12322

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### ANNUAL, JANUARY TRADE FIGURES PRESENTED

#### January 1984 Figures

Moscow SOVETSKAYA TORGOVLYA in Russian 16 Feb 84 p 3

[Report: "The USSR Central Statistical Administration Reports"]

[Text] Commodity turnover for state and cooperative trade amounted to 24.5 billion rubles in January of 1984, including 6.8 billion rubles in turnover for the consumer cooperatives. The plan for total volume of retail commodity turnover was fulfilled by 100.8 percent in January. Retail commodity turnover was 4.5 percent greater (in comparable prices) in January of 1984 than in January of 1983.

The growth in commodity turnover in January of 1984, compared with January of 1983, for the Union republics was as follows: RSFSR--104.3; Ukrainian SSR--104.3; Belorussian SSR--102.6; Uzbek SSR--106.3; Kazakh SSR--105.5; Georgian SSR--107.4; Azerbaijan SSR--106.0; Lithuanian SSR--104.6; Moldavian SSR--106.5; Latvian SSR--103.0; Kirghiz SSR--103.8; Tajik SSR--107.9; Armenian SSR--104.0; Turkmen SSR--107.6; Estonian SSR--101.6.

#### Figures for 1984 Projected

Moscow SOVETSKAYA TORGOVLYA in Russian 16 Feb 84 p 3

[Article by Yu. Gryzanov, economic observer for SOVETSKAYA TORGOVLYA: "Do Not Lower the Pace"]

[Text] Socialist competition for the successful fulfillment of plans outlined for the fourth year of the five-year period has been launched in a big way in the nation.

Retail commodity turnover for state and cooperative trade, including the supplementary assignment, is set at 322.5 billion rubles for this year. Sales of goods are to be increased by 16.8 billion rubles, an increase of 5.5 percent, over the 1983 volume.

Commodity turnover amounted to 24.485 billion rubles in January of 1984. It is to reach 76.7 billion rubles for the first quarter.

A good start was made in January on the fulfillment of planned assignments. For the nation as a whole the monthly plan for total retail commodity turnover volume was exceeded by 183 million rubles, or .8 percent. Retail commodity turnover increased by 4.5 percent (in comparable prices) over January of last year. The collectives of trade enterprises of the Russian Federation, the Ukrainian, Uzbek and Armenian Union republics and Moscow performed well. They exceeded the plan for total commodity turnover. Trade workers of Belorussia, Lithuania, Azerbaijan and Turkmenia also successfully completed the monthly assignment.

The plan for total commodity turnover was not fulfilled for January in the Kazakh, Georgian, Kirghiz and Tajik Union republics, and the Estonian SSR did not fulfill the commodity turnover plan even without the supplementary assignment.

This demonstrates the fact that with equal possibilities, proper demandingness was not applied everywhere with respect to assuring fulfillment of the commodity turnover plan and the supplementary assignment, that the work was not organized smoothly and efficiently everywhere and that daily monitoring of the fulfillment of the established indices was not performed during the first days of the year. The trade ministries of those republics must resolutely focus the efforts of the trade enterprise collectives on the improvement of their work.

There are better possibilities for achieving the established volume of retail commodity turnover this year. This is due primarily to the fact that the structure of the commodity stocks designated for fulfilling the commodity turnover plan is in greater conformity with consumer demand than in the past. A reduction in the retail prices for a number of consumer goods, which went into effect on 1 December, has improved possibilities for maneuvering the stocks in the trade system. In addition, a decision adopted by the government to schedule sales of seasonal goods at reduced prices at least twice a year, beginning in 1984, will contribute to the improved utilization of commodity stocks.

Implementation of the Food Program has resulted in greater possibilities for increasing sales of food products and for better satisfying the population's demand for them. The procurement and sale of excess agricultural products by the consumer cooperatives at prices set by agreement are playing a significant role in this matter. Last year agricultural products worth 3.9 billion rubles were sold to the population through the consumer cooperative network. There was a significant increase in sales of meat, poultry, sausages, dairy products, potatoes and other vegetables, fruits and berries at industrial centers. A large assignment for the procurement and sale of these products was also successfully completed in January. The established plan was fulfilled by 102.9 percent, a growth of 16.9 percent over the volume for January of last year. The best results in this area were achieved in Uzbekistan, Armenia, Moldavia, Lithuania and the Russian Federation.

As the market becomes increasingly saturated with goods, it is becoming increasingly important to increase the demands made of industry with respect to deliveries of products to the trade system not just by volume, but also in strict accordance with the assortment and quality stipulated in the agreements. The facts indicate that relations with industry are not always based on strict, mutual demandingness. The result of these failings has been an increase in unsaleable and stale goods in many trade organizations.

Due to inadequate demandingness on the part of the trade organizations, in January the enterprises of some industrial ministries fell short in their deliveries of a large number of items needed by the population. Those in charge at trade enterprises and organizations must immediately demand that their suppliers make up the shortage, and impose the proper sanctions upon them. Production plans have still not been fully distributed among enterprises of the USSR Ministry of Light Industry, and the coordination of the assortment of fabrics, footwear and clothing to be supplied this year has not been completed. The wholesale organizations of Union republic ministries of trade must work out this matter with industry as rapidly as possible in accordance with the consumer demand for these products.

The population's demand for public catering products and services is steadily increasing. Commodity turnover for public catering is set at 27.4 billion rubles for 1984, an increase of 2.6 percent. Turnover through sales of items produced by the public catering branch itself is to be increased by 2.7 percent. In January the nation's culinary specialists fulfilled the commodity turnover plan by 100.9 percent and the plan for output of their own products, by 100.5 percent. The public catering system is not fulfilling the plans in all of the Union republics, however. The culinary specialists of Kazakhstan, the Ukraine, Uzbekistan, Tajikistan and Azerbaijan are not keeping up with the assignment. Plan fulfillment in those republics is being affected primarily by deficiencies in the development of the public catering network, and specifically, the lag in developing the network of generally accessible enterprises.

Retail commodity turnover is set at 76.7 billion rubles for the first quarter, which is 4.1 percent more than the actual commodity turnover for the same period last year. In order to successfully accomplish this assignment, it is essential to retain the growth rates achieved in January, to steadily seek additional commodity stocks, make fuller use of local production capabilities for this purpose, improve the maneuvering of available merchandise and increase demandingness with respect to industry's undeviating fulfillment of delivery agreements.

11499

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### INCENTIVES FOR INCREASED OUTPUT, BETTER QUALITY

Moscow KHOZYAYSTVO I PRAVO in Russian No 9, Sep 83 pp 81-83

[Article by V. Rakoti, deputy chief of the Wages Department of the USSR State Committee for Labor and Social Problems: "The Stimulation of the Production of Consumer Goods"]

[Text] A set of measures on the economic stimulation of enterprises and the provision of incentives to individual workers is in operation for increasing the interest in the boosting of the production and the improvement of the quality of consumer goods.

In conformity with the system of fund formation in industry for the above-plan output of consumer goods additional deductions in the amount of 5 percent of their value are made to the material incentive fund. This fund is additionally increased for the proportion of goods of the highest quality category (goods with the State Seal of Quality) in the total production volume. For the production of new consumer goods of improved quality a portion of the mark-up on the price for these goods (up to 15 percent) is deducted for the material incentive fund. For the production of consumer goods from production waste the fund of consumer goods, from which bonuses are paid, is formed at the enterprises by means of a portion of the profit which was obtained in this connection.

In addition to the payment of bonuses the workers are stimulated from the listed sources for the basic results of economic activity. Special bonuses are paid to them for the production of goods of improved quality in the amount of three to six salaries during the year subject to the degree of participation in this matter. Another salary can be paid in excess of the overall limit of special bonuses (2.5 salaries a year) to the managerial personnel of enterprises for the increase of the output of new and improved consumer goods, which have an increased demand among the population. In the sectors of heavy industry the managerial personnel of enterprises in addition to everything else can be given an incentive of two more salaries for the increase of the volume of production of consumer goods, as well as goods made from production waste.

In addition to such a set of diverse measures of stimulation a new procedure of the stimulation of the increase of the volume of output of goods and the fulfillment of the set assignments on their production per ruble of the wage fund and on the increase of quality has been introduced as an experiment for

1983-1985. The temporary statute was approved by the USSR State Planning Committee, the USSR Ministry of Finance, the USSR State Committee for Labor and Social Problems and the All-Union Central Council of Trade Unions on 11 February 1983.<sup>1</sup> The new procedure takes into account the peculiarities of the production of consumer goods at enterprises, for which their output is not the basic type of activity, and at enterprises, which are primarily engaged in their production.

At the enterprises, in the annual plan of which the output of goods comes to less than 50 percent of the total production volume, additional deductions for the material incentive fund are envisaged. Their amount is determined in accordance with the standard in the amount of 1 percent of the fund for each point (percent) of increase of the production of consumer goods in retail prices per ruble of the wage fund. The increase, which is envisaged in the plan for 1983, is calculated by a cumulative total (the quarter, 6 months, 9 months and a year) to the level of this indicator of 1982. The wage fund of all the personnel of the enterprise, and not only of the personnel engaged in the production of consumer goods, is taken. Thus, enterprises receive at their disposal additional incentive assets for the increase of the production of goods, which has already been envisaged in the plan.

The preliminary calculations for several machine building ministries showed that at many enterprises, for which stepped-up plans on the increase of the volume of output of goods were established for 1983, the material incentive fund may increase by 10-15 percent. At several enterprises the fund will increase to a greater extent owing to the peculiarity of the indicator being stimulated. The point is that it is the ratio of two values: the volume of production of goods and the wage fund of the enterprise. Therefore, when along with the increase of goods the enterprises will decrease the expenditure of the wage fund, the indicated indicator will increase more rapidly and, consequently, the material incentive fund will increase more. And on the contrary: the increase of the production of goods might not lead to additional deductions for the material incentive fund, if the expenditure of the wage fund does not increase simultaneously (the causes here do not play a role). Such a method of stimulation, in our opinion, will encourage enterprises to treat more carefully the use of manpower resources and to strive to ensure an increase of the volume of production mainly by the increase of labor productivity.

The initial level for the determination of the increase of consumer goods--1982--will also be retained for the evaluation of the results of 1984 and 1985. A firm basis is thereby created for a significant addition to the material incentive fund of those enterprises, which will steadily increase the output of consumer goods.

The enterprises, which have adopted counterplans which exceed the assignments on the production of goods per ruble of the wage fund for the corresponding year (1983-1985), increase their planned material incentive fund according to a twofold standard.

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1. EKONOMICHESKAYA GAZETA, No 10, 1983, p 16.

In case of the stimulation of the growth rate of the indicators of work the problem of their level always arises. With reference to our question it is a matter of whether it is correct not to take into account the volume of goods, which is already being produced by the enterprises up to 1983, and whether there is not leveling here in the incentive. Let us take as an example two enterprises: one already has a sector or shop for the production of goods, while the other has nothing. It is obvious that it is easier to expand production, when it has already been organized, than to set it up. Consequently, the enterprises, which have a reserve with respect to goods, will have advantages in the incentive for the increase of their volume over those which do not have such a reserve. There is another case: two enterprises with an equal volume of output of goods. Here there will also be no leveling, since the indicator is calculated not with respect to the available volume of production of goods (in such a case the enterprises, which produce few goods, will actually be in a better position), but with respect to the total wage fund, which places different enterprises under identical conditions of stimulation: one point of increase of the production of goods with respect to 10 or 20 percent of the volume of consumer goods per ruble of the wage fund will be identical, therefore the bonus assets will amount to the same relative value--1 percent of the material incentive fund.

An important peculiarity of the new procedure of stimulation should be emphasized. The liability of the enterprises for the decrease of the volume of production of consumer goods per ruble of the wage fund as compared with the 1982 level is not envisaged in it at the stage of the plan, because this indicator is new, its dynamics is still being studied. It is also impossible not to take into account one circumstance--the indicator may worsen in addition to the activity of the enterprises, let us assume, as a result of the expansion of the production of output for production engineering purposes or the change of the products list at operating capacities. In such cases, obviously, it would be unfair to decrease the material incentive fund.

The actual fulfillment of the assignment on the production of goods is stimulated in both directions: for its exceeding the material incentive fund is increased, while for its nonfulfillment it is decreased.

The total amount of the additional deductions for the material incentive fund for the planned increase of the production of consumer goods per ruble of the wage fund and the exceeding of the assignment on this indicator may not exceed 50 percent of the planned material incentive fund for the corresponding year.

Of course, the planned additional deductions for the material incentive funds are envisaged by means of the planned profit, while for the exceeding of the assignment they are envisaged by means of the above-plan profit. With respect to the enterprises, which have been changed over to the standard method of the distribution of the profit, the above-plan deductions for the material incentive fund are made by means of the above-plan profit prior to its distribution according to the established standard. In case the enterprises do not have enough of an above-plan profit, a portion of the assets of the reserve (centralized fund) of the ministry (production association) with respect to the material incentive fund can be used for these purposes. In 1983, since the new procedure of stimulation was introduced when the planned profit had

already been distributed, all the additional deductions are made by means of and within the limits of the above-plan profit.

The additional assets for the material incentive fund are deducted with allowance made for the fulfillment of contracts on the delivery of consumer goods in the same manner as is established by Paragraph 34 of the Basic Statutes on the Formation of Incentive Funds, which were approved on 5 March 1980. What is meant is that in case of the nonfulfillment of these contracts the sum of the due additional deductions for the material incentive fund will be reduced by not less than 1 percent for each percent of nonfulfillment of the contracts on the delivery of consumer goods. The ministries retain the right to increase this standard.

In connection with the introduction of the new procedure of stimulation the deductions for the material incentive fund for the above-plan output of goods, which are envisaged by Paragraph 39 of the indicated Basic Statutes, are not made.

For those enterprises, at which the output of goods is the basic type of activity, additional deductions for the material incentive fund are not envisaged, since their stimulation for the increase of the production of consumer goods is ensured by means of the prevailing system of fund formation.

The combination of the economic stimulation of enterprises with the interest of specific workers is ensured on the basis of the payment of bonuses to them. It covers the workers of the enterprises, for which the output of consumer goods is both a basic and a nonbasic activity. An indispensable condition for the stimulation of workers should be their direct participation in the increase of the production and the improvement of the quality of consumer goods.

When organizing the payment of bonuses the peculiarities of the stimulation of workers of different categories should be taken into account. For the managerial personnel of enterprises the procedure of the payment of bonuses is established centrally. At the enterprises, as which the output of goods comes to less than 50 percent of the total production volume, for each point (percent) of the actual increase of the volume of production of goods per ruble of the wage fund the bonuses for managerial personnel are paid in the amount of 5 percent of the monthly salary during the quarter. Of course, here the time actually worked during the corresponding quarter is taken into account. In case of the fulfillment of the counterplan the bonuses are paid after having been increased by twofold (10 percent of the salary). The other workers of the enterprise are paid bonuses in the manner and the amounts, which have been established by the manager of the enterprise in consultation with the trade union committee. The bonuses for managers and other personnel should be paid by means of and within the limits of the additional deductions for the material incentive fund.

The payment of bonuses is carried out on the condition of the fulfillment of the plan of the production of consumer goods by a cumulative total from the beginning of the year. The bonuses are paid in the established amount in case of the assurance of an absolute increase of the production of goods as compared with the level envisaged by the plan of the preceding year, for the main

goal of the new procedure of stimulation is to achieve an increase of the amount of consumer goods being produced. In case of the failure to observe this condition the amount of the bonuses is reduced by 30 percent.

The payment of bonuses at the enterprises, at which the production of consumer goods is the basic type of activity, is organized in a different way. The workers of these enterprises are paid bonuses for the increase of the proportion of goods, which have been assigned to the highest quality category and the category of new goods of improved quality, in the total production volume, since the basic incentive system already stimulates them to increase the production of consumer goods. A bonus is paid to the managerial personnel of the enterprises for each point (percent) of the actual increase of this proportion in the amount of 5 percent of the monthly salary during the quarter, with allowance made for the actually worked time.

The payment of bonuses is carried out on the condition of the fulfillment of the plan on the volume of production of consumer goods by a cumulative total since the beginning of the year. Such a condition has been adopted so that the drive for the improvement of the quality of goods would not be carried out by the decrease of their amount.

The other workers, who have distinguished themselves in the increase of the proportion of goods which are assigned to the highest quality category and to the category of new goods of improved quality, are paid bonuses in the manner and the amounts, which are established by the manager of the enterprise in consultation with the trade union committee.

The indicated payment of bonuses is carried out by means of the assets, which in accordance with the prevailing procedure are additionally deducted for the material incentive fund for the increase of the production of goods of the highest quality category and the output of new goods of improved quality. In this case what is meant are the deductions in accordance with Paragraph 39 of the Basis Statutes on the Formation of Incentive Funds, which were approved on 5 March 1980, and a portion of the markup on the price for consumer goods.

One should not think that the prevailing procedure of the payment of bonuses by means of the markups on the price for new goods of improved quality, which was approved by the USSR State Committee for Labor and Social Problems and the All-Union Central Council of Trade Unions on 30 March 1978, has been abolished. On the contrary, its fundamental combination with the new procedure of the payment of bonuses for the improvement of the quality of consumer goods is envisaged, since the goals of both types of bonuses still do not coincide in everything: the prevailing type--the stimulation of the total amount of new goods of improved quality, while the new type--only the increase, but then of both the new improved goods and the goods assigned to the highest quality category.

The payment of bonuses in conformity with the new procedure of stimulation has not been made dependent on the other results of work and is carried out in excess of the maximum amounts of the bonuses, which have been established for the corresponding categories of workers. This should promote the development of initiative and the putting to use of the available internal reserves of production.

In order to increase the stimulating role of the bonuses, which are being introduced as of 1 January 1983, the procedure established since the beginning of 1983 of reserving (in the amount of 30 percent) the amounts of the bonuses, which were paid from the wage fund and the material incentive fund, has not been extended to them.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### FUR SHORTAGE DOES NOT LEAD TO USE OF SYNTHETIC SUBSTITUTE

Moscow IZVESTIYA in Russian 16 Dec 83 p 2

[Article by L. Ivchenko: "Children's Fur Coats. Where Can You Buy Them?"]

[Text] "In 1975 the Soyuzmekhprom Association processed about 16 million sheep skins and 42 million rabbit skins, but now there are 3.3 million fewer sheep skins and almost 8 million fewer rabbit skins. The output of children's fur coats is therefore also reduced .... Then why not wear those made from artificial fur? Business doesn't want to take these coats however; at this year's trade fair we sold only 21,000 ...".

V. Maslov

Chief of the Soyuzmekhprom Association

At the Rostorgodezhda [Republic Office of Wholesale Clothing Trade] Association, just the reminder of children's fur coats clutches at the hearts of the fur goods department employees.

"Why, we have no artificial fur that would be suitable for children's clothing!" The trade organization representatives are upset. "What the manufacturers offer us are both expensive and of unsuitable quality for children ....".

What do they not do at Rostorgodezhda, at least to retain at the same level the already wretched number of supplies, not to let it slide downwards: they appeal to the citizens' council of manufacturers, they write letters to the USSR Ministry of Light Industry, they invite to their meetings the directors of Soyuzmekhprom .... Alas, all this is of little help. The matter goes no further than promises. Last year, with an order for 1.06 million children's fur coats, the association manufactured for Russia's small citizens ... 243,000, 38,000 short of even the minimum planned for them. This year even less: of the promised 242,800 (again a reduction) Soyuzmekhprom supplied the business with only 123,400 fur coats in 10 months. In 1984 the association again plans a reduction -- 212,000 pieces, and it is not difficult to guess how the fulfillment of the supply will be.

A shortage of raw materials is, of course, a serious reason. Hence our next question to the organizations supplying the association with raw fur material. Almost all the rabbit and over half the sheep skins are supplied to light industry by a consumers cooperative. Here too there are objective and subjective reasons. Moreover the rabbit breeders, because of low purchase prices, were not interested in raising the animals. True, G. Mesropov, chief of the Glavkoopzhivpushnina [expansion unknown] of the Tsentrosoyuz, was self-criticizing:

"We have been justifiably criticized for not opening out enough. Once the organization of the matter has been improved at the site, the procurement of raw fur material may be increased. We are taking measures: we are establishing our own rabbit-breeding farms--there are already more than two dozen of them--we are organizing so-called breeding reproducers at farms, by helping with feeds, pedigreed animals, etc. After all, we acquire almost all the rabbits from the population. The recent rise in purchase price for raw material also motivated the rabbit breeders: this gave us an increase in skins, of millions, to eight! For the first time since 1976 we hope to fulfill the plan. We are also coping with the assignment for procuring sheepskins, though in time we are counting on obtaining more: we are trying to get enough transport to go throughout the regions. There are, however, still quite a few resources which we cannot use -- it doesn't depend on us ....

"Last year," Mesropov leafs through the documents, "on the farms almost 2 million skins were not taken from slaughtered and fallen (not from illness) livestock. Some, 1,113,000 were sold to other organizations. Over a million pieces were spoiled and plundered. All this turns out to be quite a figure--about 4 million unjustified losses. This means that tens of thousands of people could not get the warm winter goods that are necessary in a cold climate. Just how is such bad management possible?

"The point is, sheepskins don't figure in the plans of livestock breeding farms. In the indicators by which the production activity of the farm is evaluated, there are meat, eggs, milk, wool, etc., but there are no quotas for procuring sheepskin. You can lose it, spoil it, not take it at all, drive it away, sell it on the side, shear the wool from a good-quality fur sheep (that is in the plans!), but discard the skin -- there is actually no material responsibility for this. This is not counting the symbolic payment--three percent of the cost--as a punishment: for each sheepskin a "fine" accumulates ... up to 30 kopecks! Proper material responsibility is stipulated only for organizations that procure, process, store and transport the raw material. For loss or spoilage they exact triple the cost. Why, then, should those who produce the raw material pay 100-fold less?

"Sogo rights in the Tsentrosoyuz: until a sheepskin obtains equal rights with other agricultural products in the economy's plans, until those who produce it begin to answer for it with the ruble, it will be handled accordingly. Here, incidentally, the way is also open for misappropriations: it is sometimes more advantageous to sell the raw material to a second-hand dealer than to cooperatives. Second-hand dealers are also quickly oriented: leather jackets are stylish, the industry produces hardly any of them, and the every-day service

enterprises not only sew, but also process the raw skins for this purpose. In the last few years about 300 small factories have been opened in the country, where raw fur materials are semi-dressed by hand.

"How do you interest the owners of large private flocks of sheep to turn over a sheep skin to the procurers, and not for processing at the local factory (which often only transfers the goods)? There are ways. It is, in the first place, a counter selling of goods that are scarce and needed by the population, or of sheepskins dressed and ready for workshop sewing instead of raw materials. This sort of experiment was made in Barnaul: they gave one ready sheepskin for three raw ones.

"It was a great success," says G. Mesropov, "24,500 fur-coat sheepskins were given to the cooperatives. But there were also many reprimands. Instead of 10,000 pieces of ready semi-finished products, the Ministry of Light Industry processed only 6900. For the 70-80 decimeters turned over, it had to give half as many skins.... Because of the difference in dimension and quantity, the Ministry of Light Industry shorted us 3000 pieces of semi-finished items. Indeed, what they did process was of poor quality--instead of a fur-coat sheepskin they gave just the fur-skin, and you can't sew a jacket out of that.... In the next experiment things didn't turn out right either, even though the regulations on procuring raw material from the population on a compensatory basis had been worked out. Everyone agreed with it except the union ministries of procurements and agriculture, who thus did not even sign the document. The proportion became a stumbling block: two or three raw skins should be given by the owner in return for one dressed one.... If everyone had acted in harmony, the shortage of raw material would have been eliminated much more quickly.

"As we see it, the reasons for the situation that has been created are many, and the measure to correct matters should be not a single one. All the same, the problem of the children's fur coats is rooted not only in the shortage of raw material. It lies also--in the attitude. No one is seriously concerned with children's fur coats nor is responsible for their output. For special orders--all right. For headgear--yes, there is particular attention to that. For a cap one can even take off a head.... But fur coats? Nothing is said anywhere about them, and nothing will be said about them. The employees of the USSR Ministry of Light Industry too have never examined this problem. And Soyuzmekhprom, totally unpunished, reduces their output year after year.

With raw material there is today, as we see it, some sort of ray of hope--Isentrosyov bought 2.5 million pieces more of sheepskin alone than last year. This is over 600,000 children's fur coats! But don't rejoice too soon.

"Where can you see children's fur coats sewn from natural skin!" V. Maslov shouted heatedly. "No one in the world does this! A woman's coat made of the best beaver costs a thousand rubles, and the same thing for children not more than 70-80.... So the material for three children's coats goes for as much as for one adult's coat. Just think ....

From the standpoint of the department--yes, it is unprofitable. But there is still the state viewpoint: all the better for the children. This is the only correct viewpoint.

## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### LENINGRAD EYEGLASS SHORTAGE CORRECTED

Moscow IZVESTIYA in Russian 5 Dec 83 p 2

[Article by Ya. Strugach: "A Firm's Secret"]

[Text] In Leningrad there is no longer any problem in obtaining eyeglasses. For general information, incautiously, the workers of the "Ochki" shops published the item from the resolution of Leningradspolkom [Executive Committee of the Leningrad City Soviet of Workers' Deputies] which deals with the established periods for manufacturing eyeglasses. Moreover, when taking some sort of complicated order, the examiner even informs one that it will, in all probability, be filled earlier.

These changes have taken place in the course of just one year: eyeglasses have ceased to be a problem.

Of course, they bring in a return on the funds invested in this sphere of industry. The efforts of many people and all possible stages concerned in solving the problem of eyeglasses should also, after all, have finally led to the long-awaited result. For all that, however, it is important to know how and why things started moving.

I stood with the General Director of the Leningrad "Optika" Association alongside one of the wings of the old Apraksin Court, and at this point Solov'yev admitted:

"Still, we did have the most important thing for the beginning."

"Just what was that?"

"The sign!"

Written at the entrance on the glass was: "Optika" Production and Trade Association.

"You understand," said Valeriy Apolinar'yevich, "the whole secret lies in the fact that we are the production and trade association. We have workshops to process the lenses and assemble the eyeglasses and a whole network of sales-shops. Production and trade. And so, based on this combination we are building a policy all our own."

Solov'yev became the director of "Optika" six months ago. Chief Engineer A. Shaginov and Production Chief A. Kogan arrived at almost the same time that he did. The association, established as early as 1978, was in a sad state by that time. Over a million rubles in above-norm stocks, over 130,000 rubles of debts to the suppliers, and the bank penalized them for expiration of the credit time limit and all the enterprise's financial activity was put under its supervision. The state did not trust the association.

Indeed, even those who called at the sales-shops, 1,000,200 people a year, treated the association like an insolvent debtor. From month to month at the firm over 2000 unfulfilled orders "were hanging", with a deadline from 6 months to a year and 12,000 post cards--that was the order form--lay without moving; the shop didn't at the moment have the lenses that the customer needed.

It cannot be said that the former "Optika" directors did nothing to combat the shortage. They did. They tried to fulfill the commodity turnover and production plan. They complained about the uneven supply of lenses. They changed, though unsuccessfully, the service organization for the population. They did not particularly look into the future and therefore did not inquire about a lot of things.

True saving, however, does not lie in not spending anything, but in spending funds sensibly and getting a return quickly.

The new directors of the association first of all determined the collective's technical policy for several years ahead. They proceeded from the fact that there should be no shortage of lenses, that there essentially was none, even in the present situation. It was merely necessary to distribute the output efficiently.

The plant complexities and interests must be understood: they put on flow, let us say, the "plus two" lens and make it month after month without readjusting the equipment. The production indicators in this case turn out properly. But the customers need all types of lenses!

Solov'yev recalled that at one of the meetings the director of this plant criticized the uneven supply of lenses and asked: "Well, if you yourselves sold your own product, would you supply in the same way?" The former livened up: "Of course not. In that case our sale would depend on the customer."

The sign of the "Optika" Association opened up just such possibilities. The capacity of its production section could ensure only one-fifth of the demands of all those that the Leningrad collective serves. So then, the shops should be oriented so as to smooth out the uneven flow of supplies. Therefore, the new directors of "Optika" have first of all undertaken the material basis of the association's activity--production.

Let us note that Solov'yev and Shaginov and Kogan had been working before this at large-scale advanced Leningrad enterprises. They brought to "Optika" a modern style of direction and experience in organizing sound industrial

production. In the shops where up to now the spirit of handicraft workshops had reigned, there appeared new equipment, technical documentation, a dispatching system and monitoring of the transmission of orders.

On the basis of the statistical data and scientific recommendations they took into consideration the population's demand and found out precisely which lenses were in short supply. Depending on this (and not on some abstract monetary plan!) they built up the technology and production program.

At the same time the attitude of the association workers to the very principles of the work also began to change. Before they would reason: "What we get, we'll sell." Now they think: "We will produce what the customers need, and then we will sell it."

Then helping hands also reached the commercial section of the association. Now it had to think about the fine points of serving the people, the cultural level, the occupational suitability of the workers in the shops and the need to reorganize the shops. One thing came after another, and it became clear that the association's trade section too had to be developed just as decisively and with as much a view to the future as the production section.

The "Optika" collective cleared off its debts to the state and to the people in a year. Production and commerce, designated on the association's sign, finally merged together. Then the possibility appeared of combining the interests of those who were manufacturing the products with the interests of those who were selling them and buying them.

True, the esthetic side of the problem has not yet been solved. The point is that they don't manufacture eyeglass frames in Leningrad. "Optika" obtains them from other cities in the country, and by no means do all the models meet today's requirements.

Next year the production shops and administrative staff will move to a new wing, conditions for the lens output will be improved, and the association's directors are thinking about organizing the production of modern frames. In order to put this into practice, certain funds are needed, which, it seems, can be entrusted to the "Optika" collective.

The advantages which a combination like this can give have been discussed more than once. It has been heard from the directors of industrial enterprises: "Why then not establish, let us say, a footwear production-trade association? Or Radio-Television? What has been made has been sold. Hence--savings, and quality and a standard of service and economic incentive...".

The "Optika" Association continues to seek new areas in which to apply the collective's forces and potentials. It has discovered, for example, a constantly growing demand for sun-glass lenses--and they decided to expand the section where, with the aid of a vacuum unit, a special covering is applied to the glass. Production of complex astigmatic lenses has been set up, and experiments are being carried out for the manufacture of bifocals. They are endeavoring to make lenses with large diopters out of glass of another grade,

so that the glasses will turn out to be light and attractive. Experiments are being conducted in the manufacture of plastic lenses. A project has been set up for a new shop, where glasses with maximum precision for all parameters will be selected for each customer. Receiving orders directly at the Leningrad enterprises is being organized.

Why is all this trouble taken on the part of the production workers? They have become a collective, justifying the form of production and commercial administration that initially formed the basis of the "Optika" Association.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### MODERNIZATION, MECHANIZATION NEEDED IN MILK INDUSTRY

Moscow MOLOCHNAYA PROMYSHLENNOST' in Russian No 11, Nov 83 pp 1-6

[Article by V. I. Demin, deputy minister, USSR Ministry of the Meat and Dairy Industry: "Comprehensive Mechanization and Automation of Production -- the Primary Task"]

[Text] As we know, one of the most important tasks presented by the 26th CPSU Congress is the further increase in the effectiveness of social production based on its intensification, growth of labor productivity, and the rational and economic utilization of raw material, fuel-energy and labor resources. This must be done by means of introducing achievements in science and technology, strengthening state, production and labor discipline, and improving planning and management.

Utilizing the increased economic potential of the national economy, the party has set the task of providing the population with all types of foodstuffs in the shortest possible time. Specifically, the Food Program provides for an increase in the average annual production of milk in the 11th Five-Year Period to 97-99 million tons, and in the 12th -- to 104-106 million tons.

The selfless, concentrated labor of workers in livestock raising on realization of the Food Program has allowed the dairy industry to fulfill the established plan assignments for all the basic indicators in eight months of 1983. As compared with the corresponding period in 1982, milk purchases increased by 4.5 million tons and the volume of commodity production increased by 10.5 percent. For the months of January through August of the current year, the production plan for whole-milk products was overfulfilled by 728,000 tons, for cheeses -- by 19,000 tons, for animal fat -- by 91,000 tons, and for dry non-fat milk and ZTsM [expansion unknown] -- by 11,000 tons.

Labor productivity increased by 8.4 percent, and over 88 percent of the production growth was obtained due to the growth in labor productivity.

The improvement of technological processes, application of secondary raw materials in product output, and the more rational application of secondary raw materials have made it possible to significantly increase the dairy product resources.

The further development of the production-technical base was implemented. In the period of January through August, 250 million rubles were invested in capital construction in the sector.

Work has been performed on accelerating scientific-technical progress.

In recent years, Minlegpishchemash [Ministry of Machine Building for Light and Food Industry and Household Appliances], along with certain other machine building ministries and organizations of the USSR Minmyasomolprom [Ministry of the Meat and Dairy Industry], have created a new technology with 76 titles for the dairy sector. The series production of 55 types of equipment has been mastered, and 35 types have been modernized. The output of series produced equipment has been increased. In this year alone, the dairy industry plans to install equipment in the sum of 155 million rubles.

At the same time, many important indicators of the sector's operation: labor productivity, quality of production, level of utilizing raw material, fuel-energy and labor resources, and effectiveness of production as a whole do not fully meet the requirements of the 26th party congress and the subsequent Plenums of the CPSU Central Committee.

The degree to which workers are covered by mechanized labor is inadmissably low for the dairy sector -- 52.1 percent. Over 36 percent of the workers employed in the sector are performing manual labor.

The quality of production is improving slowly, particularly that of whole-milk products and cheese. Not enough new types of products are being produced. The relative share of packaged products in the overall volume of production comprises 46 percent on the average. Significant leakage of milk from paper and polyethylene packages is still allowed.

The industrial processing of non-fat milk comprises only 45 percent, while the figure for milk curd is even lower -- 43 percent.

It is understandable that these and other shortcomings in the work of the dairy industry depend to a large degree on its technical state: the degree of equipment supply and the utilized technology.

In places where questions of technical equipment of production are given the necessary attention, the degree to which workers are covered by mechanized labor is higher, thanks to which a higher labor productivity is achieved and more workers are liberated.

The technical retooling of enterprises is curtailed to a certain degree by the shortage of individual types of equipment. Therefore, the USSR Minmyasomolprom is taking measures to supply the sector more fully with the necessary technology.

In 1984, our country's machine building enterprises plan to increase their output of production lines for pouring milk, pasteurization-refrigeration installations, self-unloading separators, equipment for the production of milk sugar, and other technology.

The enterprises receive complete sets of equipment from the CEMA member states for making cheese, powdered non-fat milk, ZTsM, for cheese ageing, milk bottling (with productivity of 12,000 bottles per hour), pasteurization-refrigeration installation for 20,000 liters/hr, automated installations for washing equipment and milk lines without disassembly, equipment for accounting for the amount of milk received, and other machines.

Every year, 450-470 million rubles in capital investments are allocated for the development of the dairy industry. This makes it possible to introduce around 100 newly built and reconstructed enterprises into operation. For the existing plants, 105 million rubles in technological equipment alone is supplied. This comprises hundreds of modern lines, installations and assemblies.

We must admit that by far not all the technology going to the enterprises is made at the level of the world's best examples. There are still many machines which perform one or several operations, and not the entire technological cycle. As a result, it is necessary to perform the intermediate operations by hand. The final operations for containerization and packaging of production, as well as cargo-handling and warehousing operations are still weakly mechanized.

As Secretary General of the CPSU Central Committee, comrade Yu. V. Andropov noted in his speech at the June (1983) Plenum of the CPSU Central Committee, it is necessary to sharply reduce the use of manual labor, primarily by means of comprehensive mechanization. The widespread use of robots, particularly in those sectors of production where heavy physical untrained and monotonous labor is still being used, will radically change the state of affairs in the sphere of labor productivity.

In realizing the directives of the party, the USSR Minmyasomolprom, together with the Minlegpishchemash and the Minpribor [Ministry of Instrument Making, Automation Equipment, and Control Systems], is implementing work which provides for development of new equipment of more than 30 descriptions, 18 new instruments and 6 systems of control over technological processes by the year 1988.

The deliveries of domestic and imported equipment for the dairy industry in 1984-1985 comprise around 200 million rubles annually. Under these circumstances, the pool of basic equipment must be renewed in approximately 8 years.

Under these conditions, we cannot condone the situation whereby at a number of operating enterprises there are no effective measures being taken for increasing their technical state, series produced equipment is not being widely introduced, and local and other capacities for the creation and application of technical means of mechanization at inter-operational, cargo handling and other tasks are not being utilized.

At the same time, there are capacities within the industry for significantly improving the technical level of the enterprises.

At the present time, over 36 percent of the workers are engaged in manual labor in the production of whole-milk products. This includes over 54 percent in the production of cottage cheese and sour cream. In the Armenian milk these indicators

comprise 56 and 58 percent, respectively, in the Kazakh SSR -- 43 and 60 percent, in the Lithuanian SSR -- 44 and 59 percent, and in the Kirghiz SSR -- 49 and 52 percent.

In receiving and instrument sections and in bottling shops, the number of workers must be reduced to a minimum as a result of the application of high productivity integrated lines and installations.

Equipment with high unit capacity is being developed for these shops: pasteurization-refrigeration installations, self-unloading separators and cream separators with productivity of 25,000 liters/hr, and other machines. In the current year, work has begun on the manufacture of milk bottling lines with productivity of 24,000 bottles per hour. The deliveries of milk bottling lines with productivity of 6,000 and 12,000 bottles per hour, of lines for sour cream and sour clotted milk with productivity of 6,000 bottles per hour, of pasteurization-refrigeration installations for 10,000 and 15,000 liters/hr, of plate coolers with capacity of 25,000 liters per hour, of reservoirs for the production of sour milk drinks with capacity of 6,000 and 10,000 liters, of pumps with productivity of 25,000 and 50,000 liters per hour, of reservoirs for milk storage with capacity of 25,000 and 50,000 liters, and of pneumatic valves for re-channeling milk flow will all be increased.

The technical level of producing cottage cheese and products made from it must be increased due to the introduction of mechanized flow lines with productivity of 2,500 liters/hr, as well as the introduction of lines for the production of dietetic cottage cheese with curd pasteurization and of components with productivity of 5,000 liters per hour, continuous action cottage cheese coolers, production lines for packaging and freezing cottage cheese in blocks, machines for packaging ordinary and dietetic cottage cheese in plastic film, and handling machines for packing curds and packaged cottage cheese.

The VNIMI [All-Union Scientific-Research Institute of the Dairy Industry], VNIKIprod mash [All-Union Scientific-Research and Experimental Design Institute on Food Processing Machine Building] and the ASUmyasomolprom SKB [Special Design Bureau of the Meat and Dairy Industry Automated Management System] are presently developing equipment for the flow-line production of cottage cheese for 5 and 10 tons of processed milk per hour. The introduction of this equipment will make it possible to increase the degree of concentration and to improve the conditions of production while reducing the expenditure of raw materials.

One of the labor consumptive processes at city dairy plants is the production of domestic cheese. In the current year, a complete set of equipment was tested and recommended for series manufacture which would produce 1.8 tons of the finished product per shift. This set and the individual machines comprising it will be manufactured by orders from the industry.

An automated line with productivity of five tons of sour cream per shift will replace manual labor in sections producing this product.

To provide the urban population with baby food products, work is presently being completed on the development of a set of automated equipment for making

liquid and paste dairy products for infants (up to one year of age). This equipment will have a productivity of 15 tons of milk per day. In 1983, the manufacture of lines for bottling liquid baby food products with productivity of 3,000 bottles per hour was already begun.

The application of new high productivity equipment, as well as the continued provision of enterprises with series manufactured machines and mechanisms will make it possible to halve the number of workers engaged in manual labor at city dairy plants of high and medium capacity.

The country's Food Program calls for bringing the production of cheese up to one million tons in 1990. Production volumes on this product which is in mass demand have been set for most of the union republics. Cheese making is presently the sector having the least degree of mechanization of production. The level of manual labor here comprises 51.5 percent, and in the RSFSR -- 55.2 percent, in the Lithuanian SSR -- 65 percent, and in the Armenian SSR -- 78 percent. In order to fulfill the established tasks, it is necessary to equip cheese making shops and plants with new high productivity technology. The design organizations of the Minleg [shchemash and the HPO [Scientific-Production Association] "Uglich" are working on the solution of this problem.

The development of several sets of equipment for making cheeses is planned for the near future. These would include cheese making machines with capacity of 15 tons with programmed control of the cheese making process, devices for molding the cheese mass, and high productivity pumps for cheese granules.

The machine building plants have embarked upon the manufacture of forming apparatus with capacity of 500 and 1,000 liters, assemblies for grating and processing cheese with productivity of 1,000 kg/hr, and pumps for pumping cheese granules for 50 m<sup>3</sup> per hour.

Work is being completed on developing a mechanized flow line for making processed cheese at a rate of 10 tons per shift and a set of equipment for cheese food at 3 tons per shift. The application of this equipment will make it possible to significantly increase the level of mechanization in shops and plants making these types of cheeses, to increase the output of finished product, and to improve its quality.

This effect is being achieved at three cheese making plants, where horizontal apparatus with capacity of 500 and 1000 liters is used for molding the cheese mass from a sheet. These plants have also introduced the non-cheesecloth method of pressing, synthetic coverings and films, containers for salting and ageing cheeses, and a complete set of equipment for cheese storage.

Our country has for many years been first in the world in the volume of production of butter. Its annual output comprises over 1.2-1.3 million tons. The Food Program provides for the further expansion of production of various types of butter so that by 1985 its production will be 1.5 million tons, and in 1990 -- 1.6 million tons. Obviously butter making also requires development of technology. In recent years, concentration of production has been implemented here by means of the installation of automated continuous butter production lines.

by the method of whipping and by the method of separating. This has made it possible to reduce the number of butter making shops and plants to 5/8 the previous number and to significantly increase labor productivity. However, at the present time, 36 percent of the workers are engaged in manual labor in these sectors (in the Kazakh SSR and Azerbaijan SSR the figure is 56 percent, and in the Uzbek SSR -- 52 percent). At the same time, at the butter making plants in the Ukraine, Belorussia and Latvia, most of the butter production processes have been mechanized.

The equipment manufactured in our country makes it possible to significantly mechanize and automate the process of butter making. These are production lines of makes P8-OLP and A1-OLQ with productivity of 1,000 kg/hr each, as well as lines supplied by the CzSSR with productivity of 2,000 and 3,000 kg/hr and by the GDR with productivity of 2,500 kg/hr.

Work is being performed on further improving domestic lines for purposes of providing for the output of a wide assortment of butter on them, including butter with reduced fat content.

In 1984, the manufacture of self-unloading separators for high-fat cream will be begun.

For further increasing the technical level of butter production, a comprehensive automated production line is being developed for manufacturing butter by the continuous whipping method, with capacity of 3,000 kg/hr.

The introduction of the indicated automated complexes will make it possible to more fully extract the butter fat from the cream during whipping, to maintain the moisture content of the butter within the established optimal limits, and to operate the entire set of equipment in an automatic mode. The economic effectiveness of such a complex will be comprised of reducing the expenditure of raw material and energy, amortization expenditures, increasing the production volume, and increasing labor productivity.

Provisions are being made for solving problems associated with development of mechanisms and installations for preparing wax paper inserts and packaging and for package marking in the butter making industry in the near future. At present, a large number of workers are being used for fulfilling these operations, which are generally done by hand.

Work is being implemented on further increasing the technical level of production of canned milk, dry non-fat milk, and whole milk substitutes. The CzSSR is supplying equipment sets and individual installations for thickening and dehydration. Domestic vertical and horizontal spray dehydrators with productivity of 500 and 100 kg of evaporated moisture per hour are also being manufactured.

Drying equipment is being developed whose application will make it possible to reduce product losses due to wet dust entrainment, and to improve the application of thermal energy due to regeneration of outgoing hot air. As a result of supplying all dry dairy products plants with this equipment, an additional 10,000 tons of dry milk will be obtained and 200,000 - 250,000 tons of specified fuel will be conserved per year.

The operational effectiveness of such plants will also increase as a result of their equipment with dehydrators of increased unit capacity up to 2,000 kg of evaporated moisture per hour, i.e., their capacity will practically double. The installation of dehydration equipment outside the production buildings (wherever this is allowed by the climatic conditions) will make it possible to reduce specific capital investments by 30-35 percent.

According to the joint program of the USSR Minleppishchemash and Minmyasomolprom, vacuum-evaporative installations are being developed with productivity of 2,000 and 4,000 kg of evaporated moisture per year for equipment of inter-management shops for the production of ZTsM. Their utilization is planned for the 12th Five-Year Period.

Work is being completed on the comprehensive mechanization of auxiliary operations in the production of canned milk.

Considerable tasks are facing the workers of the dairy industry on fulfilling the resolution of the CPSU Central Committee and USSR Council of Ministers, "On Measures for Improving the Application of Non-Fat Milk, Buttermilk, and Milk Curd".

One of the directions for the rational application of non-fat milk is the production of caseinates.

For purposes of improving the existing mechanized flow lines for making raw casein with productivity of 5 tons/hr processed non-fat milk, a more flexible technology for the production of food casein is being developed using milk curd as the coagulant (instead of hydrochloric acid). In this case, the line may be used for the production of casein as well as milk-egg white concentrates. Its modernization will increase the level of mechanization of this production by 20 percent and will double the labor productivity.

A principally new direction in creating energy-saving technology in processing milk curd and non-fat milk and in obtaining milk-protein concentrates from them is the use of the membrane methods of extraction and concentration of the protein components. In particular, the application of ultrafiltration in the production of cheese and cottage cheese will make it possible to increase their output by 15-20 percent.

In 1982-1983, domestic installations were developed for separating proteins from all types of curd by the method of ultrafiltration. These installations had a productivity of 2,000 and 5,000 liters/hr. Their series production was begun in 1983. An installation with productivity of 2,000 liters/hr was also developed for extracting proteins from non-fat milk. By the end of the five-year period, 180 such equipment sets will be supplied to the industry.

Under the condition of transition of only one-fourth the cottage cheese production to this technology, the volume of its output will increase by 30,000 tons per year. The processing of 2-2.5 million tons of curd by the method of

ultrafiltration will make it possible to obtain 20,000 - 25,000 tons of full value curd protein concentrates.

At the first stage of introduction of these progressive installations, difficulties arose with their placement. This is evidence of the fact that the managers of a number of republic ministries have a fear of the new and a conservative attitude toward the development of the sector.

Measures for improving the technical level of only the basic production will not yield the desired effect if retooling and concentration of auxiliary services are not implemented at the same time.

This is not an easy task, and depends greatly on the initiative of the economic managers and engineering-technical workers of the sector's enterprises and organizations, as well as on the ability to skillfully utilize the technical capacities of general industrial equipment in combination with the specifics of production at enterprises of the dairy industry.

Over a quarter of the people working in the auxiliary shops service the refrigeration assemblies and power equipment. Most of them are engaged in non-productive labor, and their responsibilities include control over maintenance of given operational conditions of steam boilers and refrigeration units and provision of equipment operation safety conditions.

At the current level of development of instrument building, the responsibilities of the operators and machinists must be transferred over to automated control systems. There are examples of this in the sector. Specifically, at the enterprises of the Kurgan Dairy Industry Production Association, 57 refrigeration-compressor shops are operated in an automatic mode without the constant presence of service personnel. This valuable experience should be widely and energetically introduced in industry.

Analogous work must be performed on the comprehensive automation of boiler rooms. Control-measuring devices for accounting of output and expenditure of steam, hot and cold water should be used more widely in boiler management, and effective systems of water preparation should be introduced.

Over 20 percent of the workers in auxiliary production are engaged in the repair of equipment, means of measurement, automatic devices and other technology. As a rule, their work is associated with manual operations.

The form of organization of equipment repair work in the dairy industry has remained practically unchanged for many years. Generally there is a prevalence here of poorly equipped individual repair production directly at the enterprises. The level of centralization of repair work is still insignificant. The mechanization of repair operations performed at the enterprises facilitates them somewhat, but practically does not reduce the number of workers.

The main direction in increasing productivity in repair work production and reducing the number of workers engaged in it is the centralization of equipment repair in combination with the brigade form of work organization.

Positive experience in repair centralization has been accumulated by the Bashkir and Kuybyshev Dairy Industry Production Associations. It is necessary to create repair enterprises at an accelerated pace and to utilize for this purpose not only new construction, but also the buildings of dairy plants which are going out of use.

Much remains to be done in the mechanization of cargo handling operations in refrigeration sections and chambers for the storage and sale of the finished products, where much heavy manual labor is still being used.

As world experience has shown, the reduction of loaders at dairy plants is possible only with ordering of the transport-technological flows and organization of mechanized warehouses. At such warehouses, the cargo turnover per worker is increased by 7-10 times.

The Kharkov Branch of the Special Design Bureau on Automated Control Systems of the USSR Minmyasomolprom (SKB ASUmyasomolprom) has developed a project for a mechanized warehouse with mobile, gravitational storage of cargo on pallets. The transport packets are stored on gravitational shelves with movement from the loading front to the unloading front along transport paths operated by the force of gravity. The placement of the loads in three-tiered channels is done depending on the type of produce, packaging and destination according to the given program. The technological transport unit is a container on wheels, which is filled with the dairy product with the aid of special machines. The products are transported in the containers to retail trade and to self-service stores. The first such warehouse will be built at the Lipetsk City Dairy Plant.

For mechanization of the cargo-handling, transport and warehousing operations (PRTS), the Kharkov Branch of the SKB ASUmyasomolprom has developed equipment of 14 designations recommended for introduction. Its application can free workers from heavy physical labor and will make it possible to realize a savings of over 2 million rubles in the 11th Five-Year Period.

The reduction of PRTS work is achieved with packet shipments of containerized-piece loads, whose introduction is being implemented at a number of enterprises in the sector.

Containers have been developed specially for the dairy industry for the transport, storage and sale of dairy products in glass bottles, in pure-pack type packets and plastic boxes. Machines for loading bottles containing dairy products into packaging containers have also been developed.

The NPO "Uglich" has designed a mechanized cheese storage facility which uses a single transport-technological system with remote control of the loading and unloading processes. Such a system of cheese aging makes it possible to eliminate one of the difficult manual processes in cheese making. The experimental warehouse is planned for development at one of the cheese making plants in the Lithuanian SSR.

Mechanization of the labor of shipping workers filling out goods-transport orders and accounting operations with containers will be done by means of using automated control systems or partial automation of these tasks with the application of micro-computers and billing machines. Enterprises will be equipped with devices for express-analysis of quality indicators for raw materials, semi-processed goods and finished products. The data will be processed on micro-processors and they will be recorded in logs or other documents.

An automated system of accounting for the expenditure of power resources (ASUR) is being developed for the implementation and accounting of control over the expenditure of electrical energy for the manufacture of the basic types of dairy products.

The expenditure of electrical energy, steam, hot water and cooling agents are all subject to control. The data are automatically fed into the microprocessor for analysis of the actual expenditure as compared with the established norms and the results are recorded in printed form.

One of the main tasks of comprehensive automation is the organization of automated accounting.

The system which is being developed makes it possible to implement in an automatic mode the accounting of received milk, the formulation of receipt-shipping documents, control of milk normalization, accounting of milk used for output of products and finished production in its natural expression and by fat content, and the compilation and issuance of the corresponding documents.

In connection with increasing the volumes of production, expanding the assortment of manufactured products, increasing the requirements for their quality, and improving provision of information gathering means, it is necessary to have automated control of the technological process as a whole.

The city dairy plants are best prepared for automation of management. The experience obtained in the creation of the first domestic ASUTP at the Podolsk City Dairy Plant, as well as the creation of new control devices with unified electrical output to a computer make it possible to begin the development of a qualitatively new organization-technological system of management with a tri-level structure.

The management of technological processes at the combine as a whole is implemented at the lowest level. This includes the receipt, normalization and pasteurization of milk, the manufacture of whole-milk and sour milk products, sour cream, cottage cheese, butter, SOM (skim milk) and ZSM, centralized washing and storage of the finished product.

Decentralized control with the application of micro-computers at individual technological sectors is provided for this purpose, with output to a central mini-computer at the middle level.

At this level, provision is made for operative control of production, including accounting and control of the manufactured finished product, movement at the warehouse and control over shipment, accounting of all types of packaging and auxiliary materials, energy resources, and equipment operation.

The information obtained at the middle level makes it possible to perform a daily accounting of the shop production cost for the basic types of production and to implement efficient management of production.

The entire volume of indicated tasks realized on the computer line at this level is transmitted after information processing to the upper level, which solves sets of problems on calendar and operative planning, bookkeeping accounting and financial operations, material-technical provision, sale, and other tasks on the high level computer.

All three levels are interrelated in terms of all types of provision: informational, mathematical, technical, organizational and legal. Such a system, which has several temporal feedback levels, will make it possible to achieve the maximal economic effect due to reduction in milk losses, accuracy of normalization, reduction in the number of service personnel, and expenditure of energy, water, and washing substances.

The automated organizational-technical system is being introduced at the Kaliningrad City Dairy Combine. In the future these systems will be introduced at other dairy plants.

A great reserve in the work of increasing labor productivity is the utilization and active introduction of the experience of leading collectives in the sector, and primarily those which have achieved the highest indicators and been awarded the perpetual Red Banners of the CPSU Central Committee, the USSR Council of Ministers, VTsSPS [All-Union Central Soviet of Professional Unions] and TsK VLKSM [All-Union Leninist Communist Union of Youth Central Committee]. Among these are the collectives of the Novocherkasskiy City Dairy Plant, the Krasnoborskiy Refrigeration Facility, the Blagoveshchenskiy Dairy Products Combine, the Yalutorovskiy Canned Milk Industry Production Association, and a number of others. These collectives are constantly introducing new technology and innovative concepts. They keep in close contact with science and study and apply domestic and foreign experience. As a result, labor productivity which exceeds the average sectorial indicators by 1.5-2 times has been achieved at the leading enterprises. These enterprises have the lowest indicator on number of workers engaged in manual labor.

In accordance with the indications of the June (1983) Plenum of the CPSU Central Committee on the decisive importance of implementing a single scientific-technical policy and with the resolution of the CPSU Central Committee and the USSR Council of Ministers, "On Measures for Accelerating Scientific-Technical Progress in the National Economy", a comprehensive target program is presently being developed for the mechanization and automation of production and management for 1984-1985 and for the period to 1990.

This program is aimed at the widespread introduction of low-waste, waste-free and energy-saving technology, at economy and reduction of losses of raw materials,

materials, labor and fuel-energy resources, and at increasing the technical level and productivity of labor. Provision is made for the creation and introduction of automated equipment and technological complexes, means of control and measurement of parameters of technological processes, mechanization and automation, executive mechanisms, and ASU [automated control system] based on the application of microprocessors and manipulators.

The indicated program will be implemented at all enterprises within the sector. Therefore, it is extremely important that all workers in industry without exception actively participate in its development, and later in its implementation. This especially includes innovators, inventors, technologists, engineers, and scientists.

Tens of thousands of highly trained innovative workers, thousands of masters and specialists work in the dairy industry. The tasks consists of mobilizing all the accumulated production, engineering-technical and management experience and all scientific forces toward the solution of the key economic problem -- the cardinal increase in labor productivity.

It would be expedient to widely discuss these proposals at every labor collective with the active participation of public organizations. All of them will be closely examined by the Ministry and considered in the development of the unified comprehensive plan for the sector.

The implementation of comprehensive mechanization and automation of production is an important condition in the successful fulfillment of the Food Program and the transition of the sector to an intensive path of development.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### CENTRALIZED COLLECTION, DISTRIBUTION IN MEAT, MILK INDUSTRY

Moscow MOLOCHNAYA PROMYSHLENNOST' in Russian No 11, Nov 83 pp 8-12

[Article by I. I. Fedorus, USSR Minmyasomolprom (Ministry of the Meat and Dairy Industry): "Introduction of Centralized Shipment -- An Important Task"]

[Text] The meat and dairy industry -- a component part of the agro-industrial complex -- has been called upon to make a significant contribution toward fulfilling the decisions of the May (1982) Plenum of the CPSU Central Committee. Among the tasks placed before the sector, an important place belongs to the transition to receipt of procured livestock raw materials directly at the farms (shipment center). The USSR Ministry of the Meat and Dairy Industry has been charged with completing the transition to this order of livestock product procurement in the 12th Five-Year Period.

The industry began practical application of raw material receipt at production sites in 1972. At the present time, milk is received at the farms shipped in a centralized manner by 1500, or 33 percent of the dairy industry enterprises. In 1982 this method was used to procure 13.6 million tons of milk (26 percent of the available volume) at 10,000 farms, or 23 percent of the kolkhozes and sovkhozes selling it to the state.

A significant landmark in the introduction of this progressive form of procurement has been achieved by the dairy industry of the Belorussian SSR. Centralized shipment of milk was begun here in 1969 in the form of an experiment, and its widespread introduction was begun in 1973. In 1982 the republic's dairy industry enterprises received 1,422,000 tons of milk directly from the farms, which comprises 37 percent of the volume subject to centralized shipment. 44 percent of the farms which have a plan for the sale of milk sell it on site. In a number of rayons, as for example the Dyatlov, Slonim, and Kerevichi rayons of Grodno Oblast and certain others, milk is shipped from all the kolkhozes and sovkhozes by the centralized method.

The Belmyasomoltrans Production Association has been created within the system of the Belorussian SSR Minmyasomolprom. It is responsible for the organization of centralized shipment of cattle and milk. All of the specialized motor transport available for this purpose, including over 1,500 milk tanker trucks, is concentrated at 20 cost accounting motor bases and 80 branches of the administration. Measures are being taken to strengthen the material-technical base of the motor transport management.

Every year, the volume of milk receipt at the farms and its centralized shipment is increasing in a number of oblasts in the Ukrainian SSR. Thus, in the Trans-Carpathian, Ternopol, Chernovtsy, and Ivano-Frankovo Oblasts this volume is up to 40-70 percent or more. As in the Belorussian Republic, the Ukrmvasomoltrans Motor Transport Production Administration has been created in the Ukraine, as well as a network of on-site motor transport managements.

In the Estonian SSR in 1982, 639,000 tons of milk, or 81 percent of the amount to be processed, was shipped from the farms in centralized order.

The dairy industry of the Moldavian SSR performs centralized shipment of 60 percent of the processed milk, and for individual enterprises this figure is even higher. The Beltsy Production Association Moloko ships 72 percent, and the Tiraspol'skiy Production Association of the dairy industry ships 77 percent.

Several dairy industry associations in the Russian Federation have achieved significant success in introduction of the new procurement order, particularly the Murmansk Association, where the amount of milk collected on-site comprises 83 percent of its overall procurement, the Khabarovsk -- 78, the Yaroslavl -- 69, the Leningrad -- 53, the Belgorod -- 49 percent, and certain other associations.

All 54 enterprises of the Soyuzkonservmoloko VPO [All-Union Production Association] collect milk at the farms. The most significant volumes of centralized shipment have been achieved by the Volkovysk, Lepel'sk, Bershadsk, Gluboko, Kupyansk, and Bryukhovetsk Milk Canning Combines.

The experience accumulated over the decade shows that the collection of milk directly at the production sites and its centralized shipment by means of specialized transport has a noticeable effect on increasing the effectiveness of work of agriculture as well as industry.

The kolkhozes and sovkhozes are freed from expenditures for delivering the product to the processing enterprises. As a rule, their actual expenditures for the transport of milk exceed the sum of remunerations paid by the enterprises according to the established tariffs. As a result, the farther away the farms are located from the industrial receiving points, the greater loss they will bear. With the changeover to the new method of procurement, these losses are fully eliminated.

At the same time, the influence on the kolkhoz and sovkhoz's economy by the factor of remoteness from the processing enterprise is eliminated, which facilitates equalization of management conditions. According to the computations of workers at the VNIIE [All-Union Scientific-Research Institute] on Agricultural Economics, the reduction of expenditures for kolkhozes and sovkhozes in receipt of milk on site and shipment by transport of procurement agents comprises an average of 2 rubles 30 kopeks per ton of milk. Based on this, the economic effect computed for the volumes of milk shipped from the farms in 1982 would comprise 41.3 million rubles for agriculture.

For daily industry enterprises, the economic effect is attained by the more organized and rhythmic delivery of milk, which makes it possible to improve the utilization of production capacities.

As a result of the application of specialized motor transport, which is many cases high-capacity, its more rational application, and the improved organization of shipments on the whole throughout the national economy, the need for motor vehicle and corresponding labor resources for transporting milk is reduced. Thus, if at the present time around 80,000 dairy tanker trucks are engaged in delivering milk from the kolkhozes and sovkhozes, under the condition of full transition to centralized shipment, only 50,000 of these trucks will be needed in 1983.

One of the important advantages of the new order of procurement is the improved quality preservation of the milk, and in a number of cases also an increase in the quality itself, which is beneficial both to agriculture and to industry. However, the appropriate conditions are necessary in order to realize this advantage. Farms must be supplied with equipment for purification, cooling and storing milk at low temperatures. These conditions have been created in the Moldavian SSR, and in the past ten years the amount of top-grade milk sold has doubled, while only 1/12 the amount of ungraded milk is sold. In 1982 for refrigerating milk alone, the kolkhozes and sovkhozes in the republic earned an additional sum in excess of two million rubles.

However, the achieved level and rate of growth of centralized milk shipment cannot be considered satisfactory. This order has been introduced, in extremely insignificant volumes in the Azerbaijan SSR (four percent of the overall amount of purchase), and in the Armenian SSR (16 percent). The on-site collection of milk is still low in the Ukrainian SSR, the Latvian SSR, and the Turkmen SSR (15-17 percent).

The fact that the rate of centralized shipment in the first six months of the current year was lower in a number of republics than required for implementation of the tasks set for 1983 is reason for serious concern.

We know that considerable difficulties are caused by the fact that the industry is allocated an insufficient amount of specialized motor transport and capital investments for this purpose. In 1982, for example, the union republic councils of ministers allocated only 348 milk tanker trucks, which is only enough to replace those which are no longer operable.

At the same time, we may rightly ask the following question: is everything possible being done by the industry's workers, and primarily by the Ministry of Meat and Dairy Products Industry apparatus of the union republics and by the management of associations and enterprises in order to utilize the local capacities for introduction of centralized shipment? Unfortunately, the answer to this question must be negative.

Experience has shown that the most significant results are achieved in places where this matter is given much attention by the republic ministries and oblast segments of industry and where this work is conducted in close contact with the republic and local party, soviet and agricultural organs.

Thus, in the Belorussian SSR the questions associated with expanding the centralized shipment of cattle and milk are repeatedly reviewed at joint meetings of collegia from the Minmyasomolprom, Minzag [Ministry of Procurement], and Minsel'khos [Ministry of Agriculture]. These ministries have submitted proposals to the Central Committee of the Belorussian Communist Party and the republic's Council of Ministers, who have adopted the corresponding resolutions. As a result, the Minmyasomolprom has been given considerable aid in the creation and development of a material-technical base for centralized shipment.

As a positive example we may cite also the Belgorod Oblast, where the dairy industry association, in conjunction with the agricultural organs, is conducting active work on creating conditions at the farms for primary processing and cooling of milk and construction of access roads to these facilities. This has made it possible to bring the relative share of centralized shipment up to 49 percent last year. The experience of the Belgorod Association has received positive evaluation from the USSR Minmyasomolprom collegium.

Instead of working together with organs of the ministries of agriculture, ministries of procurement and local organizations in seeking and finding acceptable solutions, many industrial management workers, including those at minmyasomolproms and associations, justify their passiveness and sluggishness by pointing to the absence of transport and funds or to the unpreparedness of the farms.

Today there are 78,500 milk tanker trucks in the country. Around 11,000 of them are engaged in centralized shipment. At the same time, a large number of farms -- 1,900 -- are practically ready for the transition to this method of transport, but do not use it because of a lack of specialized vehicles. Thus, by utilizing the available transport more widely, it is already today possible to increase the volume of on-site receipt of milk by over three million tons, or by 20 percent.

Practical experience has shown that where there is a constant search, the necessary solutions are, as a rule, always found. For example, in Ternopol Oblast and in the Latvian SSR, the transport of Sel'khoztekhnika is used to transport livestock products, in Stavropol Kray -- the equipment of Sel'khoztrans, and in the Estonian SSR -- that of Minavtoshosdor [Ministry of Motor Transport and Highways]. With the creation of agricultural-industrial associations in the republics, oblasts and rayons, more favorable conditions have emerged for solving the problems at hand. These capacities must be fully utilized.

An extensive reserve for increasing the volumes of centralized shipment is hidden in improving the operation of transport. We know of many cases where milk tanker trucks stand idle for long periods at the farms awaiting loading. Above-norm idle times are also allowed at the enterprises while awaiting unloading. The unloading areas have not been expanded at many dairy combines and plants, which hinders acceleration of specialized transport turnover. Clear dispatch communications have not been established between numerous enterprises and the farms and motor pools. This would also make it possible to utilize transport more effectively and with greater return.

At the same time, there are some examples of effective organization of transport operation. In Stavropol Kray, for example, the transport of raw material is done according to a schedule which is figured literally down to minutes. Vehicle idle times are practically eliminated. The enterprises of three departments are engaged in this process, and such precision was not attained immediately. However, desire and persistence prevailed.

Or, let us take another example. In a number of farms in the raw material zone of dairy industry enterprises in the Moldavian SSR, Lithuanian SSR and Kirgiz SSR, the industrial and cattle-raising workers have created conditions for washing milk tanker trucks, which has made it possible to organize the delivery of non-fat milk on the return route. This has made it possible to utilize the vehicles more fully and to reduce the transport expenditures of the enterprises by 15-20 percent, since the kolkhozes and sovkhozes compensate for the expenditures for delivery of non-fat milk in the established order.

Unfortunately, this foremost experience is still spreading very slowly. One of the reasons for this is the insufficient activity of workers at associations and ministries on its introduction. While in the work of the Belorussian SSR and Ukrainian SSR Minmyasomolproms it has become standard practice to regularly conduct information exchange on the on-site receipt of cattle and milk, in such republics as the Kirgiz SSR, Azerbaijan SSR, Armenian SSR, and certain others, this is not done.

Much depends on the industry in the preparation of farms for on-site submission of milk. We may cite numerous examples where workers of associations and enterprises help the kolkhozes and sovkhozes in creating a material-technical base for transition to submission of products at the farms. Thus, in Belgorod Oblast, where the decision has been made to change over completely to centralized shipment already in the current year, a list of the needed equipment has been compiled for each farm with the participation of the dairy industry association. Specific kolkhozes and sovkhozes have been assigned to each plant for rendering aid in the installation, adjustment and start-up of machines and apparatus for the purification, refrigeration and storage of milk.

Much credit for what has been done in Belgorod Oblast belongs to the former director general of the dairy industry association and present Deputy Director of Minsomolprom, K. N. Zryev. The association's new management is following his example.

The enterprises of the VPI "Soyuzkomservmoloko" are giving much aid to the farms. They participate in the installation and adjustment of equipment, the repair of refrigeration installations, and the provision of the farms with reservoirs for milk storage, pumps, coolers, washing and disinfecting equipment, filtration materials, and educate laboratory technicians at farm dairies.

The interest and active direct participation of the association and enterprise managers are the chief factors in the successful introduction of the new milk procurement order. However, we must remember that not everyone understands this yet. The workers of the enterprises and apparatus of the (Ural Dairy Industry Association (General Director A. N. Trunov) have repeatedly visited

different oblasts of the country (Belgorod, Kharkov) to study foremost experience. However, they have done little toward its practical introduction. In 1982, only 7.5 percent of the milk was collected directly at the farms. This is one of the lowest indicators among all the oblasts, krais, and autonomous republics of the RSFSR. It will soon be a year that the association has been working on measures providing for the accelerated introduction of centralized shipment.

The development of socialist competition of farm collectives and enterprises on the basis of cooperative labor agreements facilitates the introduction of the new procurement order. Having concluded such an agreement, the workers of the Rybnov Dairy Combine in Ryazan Oblast (Director I. I. Pikulik) have helped the Kolkhoz imeni V. I. Lenin to build a facility for the primary processing of milk, and to equip it with a refrigeration installation, purifier, scales, and containers, and to organize the laboratory. Now all the milk is shipped out by the enterprise transport. As a result, a significant economic effect has been achieved.

Agreements for cooperation have for several years firmly entered the practice of mutual relations between the Benderskiy Dairy Combine and the farms in its raw material zone.

In Krasnodar Krai, the Dairy Industry Association, in conjunction with the professional union krai commission and the management of the food industry NPO [Scientific-Technical Society], annually conduct a public display entitled "On Rendering Aid to Agriculture in Strengthening the Fodder Base, Increasing Milk Fat Content, and Increasing Productivity of Cattle-Raising". In the course of this project, particular attention is given to the organization of collecting milk directly at the farms and shipping it by industrial transport. An order and conditions for evaluating the work of the enterprises have been developed. Those who have attained the highest indicators are morally and materially rewarded. As a result, the on-site receipt of milk is becoming ever more widespread. In 1982, 35 percent of the milk was received directly at the farms.

At the same time, certain enterprises conclude such agreements formally and do not conduct permanent organizational work on their implementation.

The USSR Ministry of the Meat and Dairy Industry has charged the republic ministries with developing comprehensive programs aimed at completing the transition to direct receipt at the kolkhozes and sovkhozes and shipment of cattle, poultry and milk from the farm using the producer's means of transport. This transition should be completed within the 12th Five-Year Period.

The ministry of the Moldavian SSR has worked out a good comprehensive program, coordinated with the republic's Council of Ministers. It precisely determines the volume of work by year in agriculture, in industry, and in a cross-section of all interested departments. The ministry of the Belorussian SSR has also prepared a sufficiently substantial program.

However, now all the ministries have realized the full importance of this program which, in essence, must approve the plan of work for the introduction of centralized shipping to the year 1990, and have had a formal attitude toward its development. The program of the Kazaka SSR Minnyasomolprom deserves a low evaluation. A comprehensive plan of measures has been ratified here by joint resolution of the Collegiums of the Minnyasomolprom, Minsel'khoz and Minzag. However, it is non-specific and gives rather general instructions. It is difficult to name even one point in the plan which would actually meet the set task of accelerating the transition to centralized shipment. The task is set only for 1983. The program presented by the Lithuanian SSR Minnyasomolprom does not contain measures for the preparation of farms, and cannot be called comprehensive.

The other minnyasomolproms are dragging out the preparations for this program, which is hard to accept. It is necessary to clearly define in each association, enterprise and farms within their raw material zones the steps which must be taken to increase centralized shipment, and to determine the list of necessary measures, material-technical resources, and volumes of on-site milk receipt by year. This program must be coordinated at each level of management with the corresponding commissions of agricultural-industrial associations. In this case it is necessary to provide for an acceleration of the growth rate in volumes of centralized shipment. In our opinion, by the year 1985 these shipments may already be brought up to 50 percent or higher. Evidently, it would be expedient for the minnyasomolproms to set a schedule of receipt in the comprehensive program for each association or enterprise, with reporting to the managers of the former. The comprehensive programs will be accepted in an analogous manner by the union ministry from the republic minnyasomolproms.

Along with this, it is necessary to increase attention toward the fulfillment of tasks set for 1983.

We would like to remind the reader of the words spoken at the November (1982) Plenum by the CPSU Central Committee Secretary General, comrade Yu. V. Andropov: "...the fulfillment of the Food Program cannot be put off. The workers of the agricultural-industrial complex must increase their efforts day by day, and must work in such a way that the huge means directed toward the solution of this problem would already today yield a return, and an even greater return -- tomorrow."

The transition to receipt of milk on site and its centralized shipment is a crucial economic-political task which is directly tied with fulfillment of the Food Program. All efforts must be applied and all capacities utilized for its implementation.

APPENDIX: "Lektsiya i pishchevaya promyshlennost'", "Miroshchaya promyshlennost'", 1981.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### AVOIDANCE OF LOSSES DURING RAILROAD SHIPMENT OF MEAT DISCUSSED

Moscow KHOZYAYSTVO I PRAVO in Russian No 11, Nov 83 pp 37-39

[Article by A. Golubev, director of the transport section, USSR Minmyasomolprom [Ministry of the Meat and Dairy Industry] and N. Ter-Kaspar'yants, director of the legal arbitration section, USSR Minmyasomolprom: "In Order to Prevent Losses"]

[Text] Work is being performed within the system of the USSR Ministry of the Meat and Dairy Industry to ensure the freshness of transported products, particularly meat and meat products. Measures have been taken for adhering to the established regulations for receiving and issuing production, for increasing the responsibility of enterprise managers for product safe keeping, for staffing the complement of materially responsible persons with experienced workers, and for seeking damages from guilty parties.

Commission dispatch of products is widely practiced today with the participation of organs of public control and OBKhSS [Section for Combatting Misappropriation of Socialist Property and Speculation], as well as the travel allowance of materially responsible persons for its submission to the consignee.

Nevertheless, there still continue to be cases of shortages in the transport of meat and meat products by rail which are discovered, as a rule, during offloading and receipt of the load by the consignee. Shortages also occur with commission dispatch, when the correspondence of product weight indicated in the documents to the actual weight evokes no doubt. This may occur due to the inadequacy of certain standards. The USSR Railroad Regulations effective to 1964 provided for weighing meat and meat products, animal fats, cheese and brwnza upon receipt and transit in the presence of railroad weighers and sealing the cars with the stamps of the shipper and the railway. However, in accordance with articles 54 and 55 of the presently effective Regulations, railway officials do not participate in determining the weight of meat and meat products during loading and the cars are sent off with the shipper's seal. According to article 65 of the Regulations, the railway issues the meat and meat products to the consignees at the point of destination with mandatory weight check. If the car has arrived with the shipper's seals intact, the railroad is absolved of all responsibility for loss or shortage of the cargo, despite the fact that the indicated shortage occurred in the process of shipment.

Practical experience has shown that the presence of intact seals does not exclude the possibility of misappropriation of meat and meat products in the process of shipping.

As provided in the Regulations, the railroad shipping-receiving clerk is present during unloading of the meat and meat products. However, his responsibilities do not include the provision of their safe keeping. After the seals have been broken, no one bears responsibility for the cargo between the railway car and the scales. And, after all, the possibility of an agreement to misappropriate meat between the consignee and the railway shipping-receiving clerk cannot be excluded. However, the commercial document compiled during unloading and signed by the railway representatives is an unconditional basis for the organs of state arbitration to demand the entire sum of the shortage from the shipper. The responsibility for the shortage is placed on the shipper. It is true that the judicial organs, as a rule, do not seek to collect the cost of the shortage from the storekeepers because of the impossibility of proving their guilt, and the losses are written off as production expenditures. Therefore, many enterprise managers have introduced the practice of commission shipment of meat, with the participation of public organizations and MVD [Ministry of Internal Affairs] organs.

Thus, starting in mid-1980 at the Vykhmaskkiy Meat Combine of the Estonian SSR Minmyasomdiprom, shipments of meat in refrigerator cars were expedited only by commission. The accuracy of determining the weight of the shipped meat was ensured by verification using readings of scales from the Pyarunskiy Metrological Laboratory, which performs this work on a contract basis. Additional certification of the storekeepers is conducted for the same purpose. They must undergo an in-service inquiry for every case of shortage. Workers from extra-departmental security attached to the Vilyandi rayispolkom [rayon executive committee] OVD [internal affairs section] also participate in the meat shipment commissions. Nevertheless, shortages are still allowed. For example, according to a bill of lading dated 18 June 1982, a meat shipment in the amount of 34,735 kilograms was sent to the Leningrad Refrigeration Combine No 6. In actuality, the shipment arrived 196 kilograms short. According to the bill of lading dated 25 June 1982, 37,468 kilograms of meat were shipped to the Leningrad Refrigeration Unit No 4/5, and 127 kilograms less arrived. In both cases, the meat had already been sold at the time of arrival of the meat combine representative.

In 1980 the meat combine paid 41,512 rubles for shortages arising during meat shipment. In 1981 this figure was 39,979 rubles. During these years, four cases of misappropriation of meat by workers at the refrigeration sections were discovered.

In our opinion, it is necessary to improve transport legislation in order to establish strict material responsibility for shortages of meat and meat products along the entire shipping route from the shipper to the consumer.

The scientific-research institutes of the USSR Minmyasomdiprom, the USSR Ministry [Ministry of Trade] and the MPT [Ministry of Railways] conducted joint work on selecting the most economically expedient conditions for shipping

meat and meat products by rail and for their receipt and issuance to the consignees. Experimental shipments were performed according to different variants of receiving and issuing meat during its rail transport.

The study showed that losses in cases of load receiving at meat combines by railway representatives were 2/7 that of losses under existing conditions. Therefore, it would be expedient to introduce changes into articles 54 and 55 of the USSR Railroad Regulations which would provide for the railroad's responsibility in receiving meat and meat products for shipment according to weight and according to the number of places.

There may be different variants of the railroad's participation in receiving the meat. First of all, the staff of shipping-receiving clerks working at cargo stations may be used for this purpose. Of course, an additional staff of shipping-receiving clerks would have to be allocated for the 35-40 largest meat combines which ship meat daily. The other enterprises which ship one or two refrigerator sections in a ten-day period would not require an additional staff.

A more effective variant is the one in which meat is received from the shipper and issued to the consignee by members of the brigade which services the refrigerator cars along the entire route. Appropriate bonuses to wages should also be provided for these workers. Such a variant does not require additional staffing and ensures the principle of continued personal material responsibility for the safety of the meat along the entire route from the shipper to the consignee.

Other measures should also be implemented at the same time which would be directed toward improving the safe keeping of the meat during shipment. We know that if the proper temperature conditions are not maintained, the natural losses of the meat increase. Currently the maintenance of established temperature conditions in the cars is placed on the accompanying work brigade which also implements control over temperature maintenance and makes corresponding entries about this in a special log. Since this brigade is an interested party, these entries may not correspond to the actual temperature. Nevertheless, the indicated log is considered an official document, excerpts from which are attached to the commercial document.

At the present time, part of the refrigerator car pool is equipped with automatic temperature control devices in the cargo areas of the cars and the temperature is continuously recorded on a paper tape. However, these devices can malfunction, and the application of the results of automatic control recording as a legal document is not legally acceptable. The Ministry of Railways should solve the problem of equipping the entire pool of refrigerator cars with automatic air temperature control devices in the cargo areas of the cars for an objective evaluation of maintaining meat shipping conditions.

The time has long been right for the introduction of such means which would exclude the possibility of removing seals without damaging control signs and imprints, as well as for automatic sound and light alarms which would go off when the cars are opened en route.

The solution of these problems would make it possible to significantly reduce the losses of meat and meat products during their rail shipment.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### AMENDMENTS TO STATUTES ON FOOD PRODUCTS DELIVERY DISCUSSED

Moscow KHOZYAYSTVO I PRAVO in Russian No 11. Nov 83 pp 79-82

[Article: "Bringing Certain Conditions of Commodity Delivery into Line with the Statute on Consumer Goods Deliveries"]

[Text] The Resolution of State Arbitration of the USSR Council of Ministers No 12 dated 30 December 1982 introduced the following additions and changes into the Specific Conditions for Delivery of Milk and Dairy Products.

Point 2 of the Specific Conditions is deleted and provision is made through p 7 of the Statute on Delivery of Goods for agreements on the delivery of milk and dairy products for market and non-resale use to be made on the basis of the plan act -- the order.

In accordance with p 20 of the Statute, it is specified in the Specific Conditions that the entire assortment of goods subject to delivery is listed in the contract agreement or in the specifications attached to it (p 3).

Points 5 and 25 are deleted, since the corresponding standards are contained in points 33 and 66 of the Statute. Point 66 of the Statute specifies the fine imposed for disruption of the agreed-upon schedule for shipment (delivery) in the amount of one percent of the cost of goods which are not shipped (not delivered) in time, provided that no other sanction amounts are specified in the Specific Conditions for Delivery or in the contract agreement. In the Specific Conditions for Delivery of Milk and Dairy Products the amount of the fine is not defined. If the fine for disruption of delivery schedule is also not specified in the specific agreement for delivery of the indicated goods, then it is subject to collection from the party disrupting the delivery (shipment) schedule in the amount of one percent.

Point 5 generally restates p 6 of the Specific Conditions in the 1971 edition relating to minimal shipment norms. However, it is also provided that the buyer has the right to change the order no later than 24 hrs prior to the day of delivery, with the exception of fermented dairy drinks, sour cream, cottage cheese, and cheese-curd products, if no other times are specified in the agreement.

The content of shipment assortment is augmented by indication of codes for the destination stations (dock, port) and the payer. The last paragraph is deleted from p 8.

The effective order of receiving goods according to quantity and quality is retained in the Specific Conditions. However, an addition is introduced according to which the receipt by net weight of packaged processed cheese, dry dairy products in consumer packaging, and canned milk in hermetically sealed packaging is done by number of items and packaging weight (p 10), while the times established for quality inspection of butter and cheese are also used in the quality inspection of dry dairy products and canned milk. Specifically, when these goods arrive in single boxcars, quality inspection is performed no later than 24 hrs, in cars with machine refrigeration -- 72 hrs, in auto-refrigeration cars -- 12 hrs, and in ships (barges) -- 24 hrs. These times are figured from the moment when the transport vehicles begin unloading (p 11).

The section entitled "Packaging" establishes a new order of accounting for reusable containers. If, in returning the container, the party submitting the container does not indicate in the accompanying documents the certificate number to whose account the container is being returned, then it is credited by the party receiving the container toward the first certificate issued to the given submitting party (within limits of a year) who has not fulfilled his return responsibility (p 17).

Paragraphs 1 and 2 of point 19 have been changed. Presently when containers are returned (including glass containers), they are received by quantity and quality in accordance with the Instructions on the Order of Receiving Products of Production-Technical Function and Consumer Goods by Quantity and Quality.

Point 20 is augmented by a directive that expenditures for return of containers are the responsibility of the shipper for the entire distance, i.e., from the point of their collection to the final party receiving the containers, and aside from these expenditures the supplying enterprises must pay the trade enterprises (organizations) submitting the containers the cost of glass tare at deposit prices, and the cost of boxes and barrels -- at deposit or wholesale prices. There is also a deduction in the amount of 0.5 percent of the deposit price for glass tare to be paid as bonuses to the workers for collecting the glass tare.

The verification of data regarding the movement of containers as of the first of the month must be done no later than by the 10th day of the following month (p 24).

Sanctions for untimely shipment of containers, for refusal to receive them, and for refusal to deliver boxes for collecting glass containers are imposed based on the deposit prices, and if these are absent -- on the wholesale prices (points 26, 27, 28).

The Resolution of State Arbitration of the USSR Council of Ministers No 5 dated 29 March 1983 ratified additions and changes to the Specific Conditions for the Delivery of Meat and Meat Products.

As for other specific conditions of goods delivery, point 2 of the Specific Conditions has been deleted. According to p 7 of the Statute, the Specific Conditions state that the plan act for the delivery of meat and meat products for market as well as for non-resale purposes is the order.

Point 4, which defines the list of goods assortment, is augmented by a specification of the types of poultry. Rabbits are placed in a special assortment group. The listed assortment of meat cuts is defined according to their purpose (commercial, graded, industrial), as well as by name and type of packaging.

In accordance with the standards, the name of melted fats is clarified -- melted food animal fats (points 4, 18, 19).

Additions are introduced into the content of shipping multiple purchase orders: the purchase order indicates the listed assortment, code for the destination station (berth, port), and consignee code (p 5).

The last paragraph is deleted from p 5, since the parties should adhere to p 29 of the Statute on Delivery of Goods.

The minimal norm for shipment by auto transport is established -- one refrigeration truck. The minimal norms for shipment of sausages and smoked meats are clarified: for cooked-smoked sausage, partially smoked and smoked meats during the period from 20 October to 1 March -- 200 kg with shipments within two-day delivery distance, one boxcar or refrigeration truck when the delivery distance exceeds two days. For shipments in the period from 1 March through 20 October -- one boxcar or refrigeration truck, regardless of distance (p 6).

The order of loading meat and meat products specified in the last paragraph of p 6 has also undergone certain changes:

this order must be used in shipments by boxcar as well as by refrigeration truck;

no more than five varieties of subproducts may be shipped in one boxcar or refrigeration truck;

combined shipment of gutted poultry and poultry subproducts (liver, heart, gizzards, necks) should not exceed 10 percent of the batch.

Point 9 of the Specific Conditions stresses that the supplier enterprises must deliver meat suitable for market sale within the guidelines of agreed-upon specifications on public sale. The remainder of paragraph 1 is not included in the Specific Conditions for 1983.

The Specific Conditions maintain the right of contracting delivery parties to specify in the contract agreement the possibility of shipping refrigerated meat to other production associations, enterprises or organizations for freezing if there are no refrigeration facilities at the site of the supplier enterprise. Such shipment is done in accordance with the arrangements made by the organs coordinating the buyers with the supplier (p 11).

In accordance with the Instruction of the USSR Gosbank [State Bank] concerning non-cash transactions in the national economy, documents are provided in p 14 which are used to perform accounting and affixed to payment demands.

Paragraph 1 is deleted from p 15, which provided for the right of the consignee to refuse delivery of goods delivered later than a given time after the sale. However, the trade enterprise does not have the right to sell such goods without the approval of the organ in authority.

The concept of the Latch is deleted from p 20 and it is specified that the receipt of meat products is done in batches as determined by the standards.

In accordance with p 14 of the Specific Conditions, when shipping goods by rail or ship transport, the shippers must enclose certificates of quality, weight, specifications and if necessary, veterinary certifications and bacteriological and chemical analysis data in the boxcars or holds containing the shipment. Therefore, p 20 (formerly p 22) of the Specific Conditions contains an addition regarding the responsibility of the consignee to inform the producer (shipper) in those cases where there is a non-correspondence between the quality of meat and meat products and those indicated in the accompanying documents.

Unfavorable consequences are specified for the consignee in cases where he does not inform the producer (shipper) of improper quality or shortage of meat and meat products (p 21). In this case, accounting is done based on the data in the payment demand.

Point 26 is deleted.

In accordance with p 48 of the Statute on Delivery of Goods, the shipper (producer) has the right to check on adherence to meat and meat product storage conditions by the enterprises (organizations). If storage conditions are not properly maintained, a fine in the amount of 0.5 percent of the cost of improperly stored products is imposed (points 24 and 34).

A fine in the amount of 0.5 percent of the cost of goods which are not delivered in time is imposed for disruption of the schedule for centralized delivery of goods (p 33).

The Specific Conditions still retain the norm providing for computing sanctions according to average prices, but the reference to contract agreement is deleted. This is determined by the fact that in accordance with p 100 of the Statute on Delivery of Goods, the average prices are ratified by the USSR Ministry, committee or department — the primary supplier by agreement with the USSR Ministry of Trade. Only in the case where average prices are not specified can they be provided in the contract.

The Resolution of State Arbitration of the USSR Council of Ministers No 4 dated 24 March 1983 introduces additions and changes into the Specific Conditions for Delivery of Meat Products.

The list of products whose delivery is performed in accordance with the above-mentioned Specific Conditions is expanded to include corn cobs, rice husks, and middlings (p 1).

It has been established that contract agreements for the delivery of grain products, except for mixed feed and oil seeds, are concluded on the basis of a plan act -- notice of agreement. As concerns contracts for the delivery of mixed feed, in accordance with p 7 of the Statute on Delivery of Goods, it is provided that the plan act for delivery of mixed feed is the order. Otherwise the section entitled "Plan Bases for Concluding Contract Agreements" is reproduced in accordance with the Specific Conditions for Delivery of Grain Products, adopted in 1975 (p 2).

The order issued to the warehouse for release of grain products and oil seeds is written by the grain product enterprise upon arrival of a buyer representative for the order (p 8).

The established order for releasing flour and groats on account of funds for the following quarter (months) also extends to the release of mixed feed used only for retail sale (p 10).

The Specific Conditions are augmented by a norm regarding the supplier's right of ahead-of-schedule delivery of flour by the bulk method if the buyer (consignee) has available from bulk containers for storing this product during the repair of the milling enterprise (p 17).

Enterprises producing grain products which have accounts with buyers must inform them of planned transit shipments no later than three days before the start of the month (p 19). They must issue written authorization for the right of expenditure of the grain products, except oil seeds, delivered by transit to the buyer's warehouses and accepted by him from the shippers (p 22).

Upon centralized delivery of grain products, and also upon their release from the supplier's warehouse, the basic quality indicators are entered in the commodity transport order for shipment of grain products by auto transport using specialized form No 1 (p 23).

When flour is released by the bulk method, data on its moisture content must be given by the supplier to the buyer in the established order (p 23).

Point 24 retains the effective layover times and the following addition is introduced:

In shipment of flour by rail or auto transport in transit to the buyer, the transit time is figured into the established layover time;

In bulk shipment of flour using the buyer's container, the established layover times at the supplier's facility may be amended depending on the containers which the buyer has on hand. This may be specified in the contract agreement.

Whereas before the amount of expenditures for packaging of flour and groats was determined in the contract agreement, currently main receipt of flour

and goods in packaged form the buyer reimburses the supplier for his packaging expenditures in the amount agreed upon in the established order.

In accordance with the Instruction on Non-Cash Transactions in the National Economy of the USSR Gosbank, the word "bills" in the Specific Conditions is replaced by the words "payment demands" (pp 35, 40 and others).

When goods are released on site, a notation is made in the payment demands regarding the numbers of goods-transport documents issued to the consignee at the moment of cargo receipt (p 39).

In case of disruption of the agreed-upon schedule for centralized delivery of grain products and oil seeds, the guilty party pays the other party a fine in the amount of two percent of the cost of the grain products and oil seeds delivered behind schedule (p 46).

The Resolution of State Arbitration of the USSR Council of Ministers No 7 dated 30 March 1953 introduces additions and changes into the Specific Conditions for Delivery of Bakery Products.

An important addition directed toward providing for the demands of the population is the indication in p 3 regarding the fact that the assortment and listed assortment of bakery products subject to delivery is determined in the contract agreement or in the specifications affixed to it, which is mutually agreed upon by the parties. This specification is based on the orders of the buyers, the order and time of agreement, and changes in the specification are related to the subject of the contract.

The Specific Conditions do not provide for the responsibility of the supplier to coordinate with the buyer the registration of consignees with the bakery enterprise. This norm is deleted from points 3 and 9.

The order of verifying the quality of bakery products during auto shipment is retained in the Specific Conditions. They do not specify the document used to verify quality in shipping by other types of transport. The parties will resolve this question in the contract agreement in accordance with p 44 of the Statute on Delivery of Goods.

An addition is introduced according to which, if it is impossible to take away spoiled, stale or deformed bakery products by the consignee which delivered the scheduled batch of products, the consignee must submit a claim to the supplier for the removal of these products no later than 1400 hours of the day preceding removal and at the same time as submitting the order for delivery of bakery products for the following day (p 15).

The Specific Conditions do not alter the section on "Containers and Packaging", but merely introduce some additions. Aside from trays and containers, bakery products are transported in equipment-packaging. The equipment-packaging is returned in the order and according to the times provided by the Instructions on Specifics of Receiving Goods for Public Consumption Delivered in Equipment-Packaging, which have been ratified by the USSR Ministry of Trade, the Central

Union of Consumer Cooperatives, and the State Arbitration of the USSR Council of Ministers on 24-29 June 1982. In accordance with these instructions, during turnover of the equipment-packaging for immediate return, the equipment-packaging from which the goods have been removed must be returned by the consignee to the shipper no later than 10 days in the case of food products and no later than 30 days in the case of non-food products, if other times are not specified by the specific conditions for delivery or by contract agreement. When returning equipment-packaging, as an even exchange, the equipment-packaging from which the goods have been removed is shipped out in the same amount of units as are delivered.

Accounting for bakery products is performed in accordance with the USSR Gosplan Instructions on Store-Cash Transactions in the National Economy.

The amount of the fine for disrupting the delivery schedule or the resulting assortment of bakery products has been increased, and the following amounts are specified for each case of deviation from the schedule:

- up to one hour -- 2 rubles
- up to two hours -- 3 rubles
- up to three hours -- 4 rubles
- over 3 hours -- 5 rubles

The norm for fines imposed for late removal of spoiled products by the supplier is retained. It is also extended to cover the late removal of stale and deformed bakery products.

The fine for late return of trays and containers in the amount of their deposit cost is also retained. The fine for late return of equipment-packaging is paid in the amount set by the Instructions on Specifics of Receiving Goods for Public Consumption Delivered in Equipment-Packaging.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### UNIFIED STANDARDS FOR AUTOMOBILE PURCHASE, REPAIR NEEDED

Moscow KHOZYAYSTVO I PRAVO [Economics and Law], May 83 pp 67-69

[Article by A. Belitskaya, jurist: "Unified Norms Are Needed; On Certain Legal Problems in the Sale of Passenger Automobiles to the Population and on Improving Auto Service"]

[Text] The author of this article has worked for over 20 years within the Glavmosavtotrans [Motor Transport in Moscow Main Administration] system. For the past 11 years she has been director of the legal section glavk [central board]. Presently A. M. Belitskaya is a member of the restorate council at the People's University of Moscow Motorists.

Automobile ownership is developing at a fast pace in our country. However, the conditions for acquisition and repair of an automobile still do not provide for the growing demands of the Soviet people. Referring to objective reasons, individual organizations which sell and repair automobiles resign themselves to the shortcomings in this sphere of service to the population. This creates the prerequisites for speculation, extortion, and other negative phenomena, and encourages clients to satisfy their needs by circumventing the law.

An analysis of the regulations published by the USSR Ministry [Ministry of Trade], Minavtoprom [Ministry of the Automobile Industry], RSFSR Minavtotrans [Ministry of Motor Transport], the Glavmosavtotrans of the Muzperispolkom [Moscow City Executive Committee] and other departments<sup>1</sup> shows that in solving a number

<sup>1</sup>Regulations for the sale of passenger automobiles and motorcycles with side car to the population. Ratified 22 December 1977 by order No 296 of the USSR Ministry.

Standard regulations for rendering and use of technical service stations. Ratified 28 December 1978 by the deputy minister of the Automobile Industry.

Regulations for rendering and use of technical service stations within the system of the RSFSR Ministry of Motor Transport. Ratified 1 November 1979 by the RSFSR Ministry.

Regulations for the use of services of automobile technical service stations of the "Muzavtotekhnobsluzhivaniya" associations. Ratified 12 July 1978 by the Muzperispolkom Glavmosavtotrans.

of problems, it is primarily the interests of the organizations under their jurisdiction which are met, rather than those of the citizens utilizing their services. At the same time, certain regulations resolve the same problems differently, in their own way.

Specifically, the standard regulations "Soyuzavtotekhnobsluzhivaniya" [union automotive technical servicing] of the USSR Minavtoprom (p 13) gives the right of servicing without a waiting period to Heroes of the Soviet Union, Heroes of Socialist Labor, bearers of the Orders of Glory and Labor Glory of three degrees, and invalids of the Great Patriotic War. In the regulations of "Ressavtotekhnobsluzhivaniya" of the RSFSR Minavtotrans others included in this list are labor invalids and invalids from childhood of the first and second groups, foreign motorist tourists, motorist tourists, transit travellers, etc. (p 14). Prior to 1981, point 2.3 of the Glasnostvotrans was even broader. Under the list of persons enjoying the right of out-of-turn servicing has been reduced.

According to the regulations of "Soyuzavtotekhnobsluzhivaniya", the presence of the customer in the repair zone is permitted with the approval of the STO [technical service station] management (p 18). The regulations of "Ressavtotekhnobsluzhivaniya" and "Mosavtotekhnobsluzhivaniya" (p 1.10) categorically forbid the presence of clients in production buildings and at work sites.

Furthermore, the regulations of "Soyuzavtotekhnobsluzhivaniya" provide for compensation to the owner for residual cost of replaced assemblies and units if does not wish to take them. However, the "Ressavtotekhnobsluzhivaniya" regulations provide for compensation for the cost of such units and assemblies at the price of scrap metal (p 4), while the "Mosavtotekhnobsluzhivaniya" regulations do not make any provision for any compensation whatsoever (p 4.6).

There are many such examples of non-correspondence in the listed regulations.

As we know, at present the sale of passenger automobiles is done by lists at the ministries, departments and public organizations. As a rule, the most respected workers — leaders in production and veterans of War and Labor — are placed on the lists for buying an automobile. Obtaining an automobile can be considered a sort of encouragement. Except that citizens do not receive it as a gift, but contribute their own earned money. This is what gives him the right to obtain that which corresponds to his labor, for example, and not that which the commercial organization imposes upon him. However, this is not always the case in practice.

War veteran E. was allocated an automobile of make VAZ 2101. When it came time for him to get the car, he was offered a model 2103. The demands and requests by E. to sell him what he wanted to buy were fruitless. Referring to the above mentioned regulations, the dealership warned him that he did not pay for the model 2103 automobile within 30 days, his order would be cancelled. And this was in spite of the fact that there was nothing indicated in the buyer's demands. They were in full correspondence with the responsibilities of the dealership in the lower which were ratified by the very same USSR Ministry in which it is

<sup>2</sup> Appendix No 1 to Regulations for Sale of Passenger Automobiles and Motorcycles with Side Car to the Population, ratified by USSR Ministry order No 236 dated 22 December 1977.

stated that substitution of automobile make during a sale is allowed only if the automobile model in question is no longer in production. VAZ, as we know, was and continues to manufacture the "Zhiguli" automobile line, including the model 2101.

The reason for turning down the request of buyer E was that funds are allocated to the dealing organizations comprehensively for such models as the 2101, 2102, 21011, 2103, 2105, 2106, etc. The modifications to these models which have appeared recently are in no way considered. Therefore, in signing up for buying an automobile of make VAZ 21011 or 2101, for example, the buyer has no guarantee that he will get specifically this model, and not its modification. If for one reason or another the plant temporarily ceases production mid-year of a certain model, then the existing system of planning allows it to substitute another model for the funds allocated. It is, of course, the buyer who suffers from this.

It is necessary to radically review the existing system of planning delivery of passenger automobiles to the trade network. The delivery of each model, including also a modified one, must be planned separately, and the supplier plants must implement delivery in strict correspondence with the supplementary plan. If this plan is disrupted, they should bear material responsibility established by law.

No fewer problems arise also in selecting the color of an automobile. In making the purchase, the buyer wants it to be of excellent quality and to meet his aesthetic requirements. But here too the buyer is hindered by existing regulations. While point 3 of the Regulations for Sale of Passenger Automobiles and Motorcycles with Side Cars to the Population gives the buyer the right to choose the exterior color and interior trim within a period of up to 30 days, the contract (Appendix No 1 to the above-cited Regulations) contains another clause: "Sale of an automobile of the desired exterior color and interior trim is not guaranteed". If the buyer declines the car because he does not like the color, the consequences are the same -- the order is cancelled.

It would be unfair to place the blame for this situation entirely on the dealership workers. They, in their own words, "sell what they get." Of course, it is easier for the plants to paint all the automobiles one color. However, when we speak of providing for the interests of the population, it is necessary to start primarily from these interests, and not from one's own. The Ministry of Trade, on the other hand, in ratifying such points in the regulations is reducing the requirements set by trade organizations for the supplier plants and thereby does not guarantee that the purchase will correspond to the interests of the buyer but creates favorable conditions for extraction of unearned income by some auto dealer workers.

In the interests of automobile owners, it is also necessary to focus attention on the unsatisfactory provision of organizations engaged in warranty and routine repair of automobiles with spare parts. Their absence leads to unsatisfactory service to clients and is caused on the part of certain non-service workers,



Thus, with the slightest infraction on the part of the automobile owner of any technical operation or technical service regulations, the automobile is taken off warranty servicing. This, evidently, is correct. It is something else which evokes objections: the fact that the regulations contain a long list of conditions under which claims are not accepted. These include disruption of timetables for performing work on claims which the organization doing warranty repair has accepted, in which it bears no responsibility.

Let us cite an example. On the third month after it was purchased, the automobile of citizen N. "threw" its camshaft. The owner of the car went to the technical service station requesting that the broken part be replaced. He was told to wait until this part comes in to the special auto center.

A camshaft to the "Zhiguli" automobile is a part which is in particularly short supply. Therefore, he had to wait for a long time. The interests of the automobile buyer were not met. He had paid in full for the automobile, but could not use it.

What can be done in such cases? First of all, it is evidently necessary for the technical service stations to bear not a mythical but a real (in rubles) responsibility for the time and quality of repair work. The sanctions must be imposed on the pocketbook of the enterprises and persons directly responsible for the allowed infractions.

Also, it is time for the Minavtoprom and the VAZ association to turn toward solving the long overdue problem of improving the service life of individual assemblies and units of the manufactured automobiles and bringing it up to the service life of the basic design. Reinforcement of such a unit as the camshaft or the universal joint in the Zhiguli automobile would improve the quality and reliability of the car, make it possible to reduce the number of workers engaged in repair, and would yield a significant savings on metal, which is important in itself.

In turning to the regulations for using technical service stations, we may affirm the fact that our system of auto service does not always guarantee that the interests of the buyer are met. Thus, the Regulations for Use of Services at Automobile Technical Service Stations at the Mosavtotekhhobsluzhivaniye Production Association provide that, in performing work associated with replacement of the auto body, the customer must remove the body within a ten-day period. Otherwise, as stated in the document, it will be "sold according to the specified order".

How can the technical service stations sell them? Through what organizations and at what price? According to the regulations of commission trade, assemblies, spare parts, etc., including also auto bodies, are accepted for commission only from citizens. There have been no cases of auto body sales in the practical experience of Moscow auto service.

However, according to the order defined in the association, body replacement is allowed only if it cannot be restored. In this case the association, by conclusion of its consultation department and if the body is not requested, considers it as being subject to submission for metal scrap.

We cannot agree with this because the conclusions of the consultation department may bear only the character of recommendation, while the right to resolve the question regarding volume of repair-restoration work always remains with the client.

The commissions organized at the associations must determine the suitability of the body or its individual parts before taking the automobile in for repair and inform the owner of the decision. He, in turn, must make the decision of whether he intends to take the body back or leave it at the automobile technical service station (STOA) before he submits the automobile for repair. We believe that the USSR Mintorg and Minavtoprom, working in conjunction with the USSR Minfin [Ministry of Finance] and the USSR Goskomsen [State Committee on Prices], should work out and ratify an order for the sale of old auto bodies and parts which remain at the disposal of the STOA.

In those cases where the owner chooses to take his auto body, should he be responsible for hauling it away? As we know, citizens do not own any means of truck transport. This means that the only possibility is to use either a "loan" vehicle which is graciously offered at the station gates, or a taxi. Wouldn't it be simpler for auto service stations to have agreements with motor pools and to organize centralized delivery of auto bodies to their owners? At the Mosavtotekhnobsluzhivaniya association there is a technical aid service which brings automobiles to the STOA and which could return the auto bodies to their owners. This would be yet another type of service which is expedient and convenient to the client and to the state.

According to the regulation for sale and technical servicing of automobiles, the client bears responsibility for picking up the automobile in time during sale and from repair. An automobile storage fee has been determined in case the owner does not come for it in time. If the client has not claimed his automobile within six months, then according to the RSFSR Civil Codex he may end up without an automobile. We must agree with this policy. The STOA is not a storage garage. It cannot and should not be expected to keep its clients automobiles indefinitely.

However, one other thing is surprising. Why is it that the regulations say nothing about the responsibility of automobile technical service enterprises for the timely fulfillment of their duties? After all, the timetables for certain types of work have been established. These times are indicated in the receipt which is given to the customer. But here again, the auto technical service stations bear no material responsibility to the customer either for the time or for the quality of work performed.

We may draw one conclusion from all that has been said above. The need has arisen for taking the publication of regulations and positions out of the competence of ministries and departments if they regulate the interaction of their subordinate enterprises with the population. Standard regulations are necessary which are ratified by government document. The sphere of trade and repair of automobiles belonging to citizens needs to have unified, all-union standards.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### ENSURING EQUAL RELATIONSHIP BETWEEN SUPPLY AND DEMAND

Moscow PLANOVYE KHOZYAYSTVO in Russian No 1, Jan 84 pp 34-40

[Article by A. Orlov, director of the All-Union Scientific Research Institute of the Study of Consumer Demand and Marketing Conditions, doctor of economics, professor, and N. Fonareva, scientific associate of the All-Union Scientific Research Institute of the Study of Consumer Demand and Marketing Conditions: "Securing the Correspondence of Demand and Supply of Commodities"]

[Text] The program for the further increase in the well-being of the people, which was adopted for the 11th Five-Year-Plan and the 1980's as a whole, provides for the ever fuller satisfaction of the demand of the population for consumer goods. At the 26th CPSU Congress it was emphasized that "the increase in the standard of living of the workers is not reduced to the growth of monetary incomes. Now, as the CPSU Central Committee believes, the task of improving the supply of the population with food products, as well as with consumer goods, is put in the forefront."<sup>1</sup>

In spite of the expansion of the output of many consumer goods and the growth in the volume of paid services, the demand of the population for many types of goods from the product assortment is not being fully satisfied for the time being; for this reason, critical situations arise at times in the markets of both food and non-food products. Some of them have a temporary character, others have a more steady character and are related to the shortage of raw material, capacity and reserves, and technological miscalculations. There are significant reserves of attracting the incomes of the population through other channels as well: in the service sphere; cooperative housing, the construction of dachas and garages; tourism and the organization of family recreation; new types of insurance, etc.

At the June (1983) Plenum of the CPSU Central Committee, the shortcomings were pointed out that still exist in planning: the unjustified dissipation of resources, the imbalance of the plans and the gap between the commodity volume and the incomes of the population. The magnitude of the unsatisfied demand for goods (without services and other possible channels for the direction of its monetary income) finds reflection in the part of the cash funds concentrated among the population. It may be regarded as unrealized purchases of goods by the population for reasons of their absence in the market, low consumer qualities of the goods, the unreasonableness of prices, etc.

An important aspect is the precise delimitation of the unsatisfied demand for goods in daily and frequent demand (in their absence a critical situation in the market is created) and for goods the purchase of which requires the preliminary accumulation of money (a number of cultural and everyday goods, especially fashionable high-quality goods, etc.). The purchase of food, clothing and footwear cannot be postponed by the consumer for a long period of time, while the demand for the second group of goods can be satisfied somewhat later, within other time frames. In addition, when a part of the money designated for the purchase of goods of daily and frequent demand is not realized during the current year, it, as a rule, accumulates in savings, which frequently is conducive to the increase in the unsatisfied demand for the second group of goods. For this reason, it is impossible to determine the sum of unsatisfied demand by mechanically combining the cash funds not realized in connection with the current unsatisfied demand for necessities and those funds which were accumulated for large purchases. Consequently, when talking about unsatisfied demand, it is necessary to distinguish two of its forms--current and accumulated, which are connected with certain time periods.

Of decisive significance for the annual plan period is the overcoming of the current unsatisfied demand, the magnitude of which appears as the measure of the insufficient commodity defrayal of the monetary resources being formed among the population.

The magnitude of the accumulated unsatisfied demand (attributed mainly to large purchases) must be taken into consideration primarily in medium-term (five-year-plan) planning. For this, it is necessary to determine the special coefficients of the urgency (order of priority) of the unsatisfied needs, to take into account the coefficients of weighting (discounting) as applied to the accumulated part of the monetary funds, as well as the commodity structure of the unsatisfied demand taking into account of the demographic structure of the population. It is on such a basis that programs for the expansion of the production of consumer goods must be formed.

In the establishment of the conformity of demand and supply, the planned agreement of the material and physical structure of production and public and personal needs is acquiring growing importance. The increase of the monetary income of the population, its provision with cultural and everyday goods, the growth of aesthetic requirements, the increase in the cultural level of everyday life and leisure, and the increased selectivity of the buyers have intensified the problem of product assortment and product quality. Thus, there has been a substantial increase in the demand and in the actual supply of the population with clothing and footwear. According to investigations of the All-Union Scientific Research Institute of the Study of Consumer Demand and Marketing Conditions, the wardrobe of things worn includes on the average 20-22 articles, 7-8 of them being footwear. Characteristic is the growth of the requirements of the population with respect to articles that are artistic and expressive in form. In creating their wardrobe, purchasers increasingly decide on the basis of quality criteria. The demand of the population has become extremely specific and individualized. But in the production assortment no fundamental change has taken place. To a certain extent, this evidenced by the fact that, in the presence of the incomplete satisfaction of their orders, trade at the

same time refused to purchase the following from industry at fairs because of the discrepancies between the orders and the assortment: textile products for 1.2 billion rubles, sewn articles for 0.6 billion, knitted wear for 0.08 billion, and footwear for 0.2 billion rubles, consumer durables (televisions, refrigerators, tape-recorders, watches, etc.) for more than 2 billion rubles.<sup>2</sup> This can aggravate the deficit of commodity resources and will prevent the increase in the level and the improvement of the structure of the consumption of goods by the population.

Secondary demand (for replacement) has already appeared for many types of cultural and everyday articles (televisions, refrigerators, etc.). Its satisfaction requires the reorganization of product assortment calculating on specific groups of consumers, taking into account their economic possibilities, as well as demographic and regional factors. In the needs of the consumers, the following considerations come to the forefront: reliability, convenience of operation, high quality of the product and services, which guarantee its operation, the possibility of choice of an article accessible in terms of price, purchase on credit or through commission stores.

The renewal of product assortment through in principle new articles is still proceeding slowly. This restrains the development of demand for replacement and calls forth the development of above-norm commodity stocks (radio and electric products, watches, china, earthenware and glass dishes, and others). Judging by the results of the inter-republic wholesale fairs, the rates of product assortment renewal during 1983-1984 will be clearly inadequate, lagging behind those projected in the plans by a factor of 1.5 to 2. At the fairs in 1983, 25,000 models of cultural and everyday articles were presented, including 2,200 new ones, which amounts to 9 percent of their total number.

The output of many types of new goods is being planned in insignificant volumes, which restrains the increase in the level of product assortment renewal. Thus, the commodity resources of televisions in terms of volume basically ensure the satisfaction of the demand of the population. However, the consumer qualities of a part of the brands of televisions being produced do not fully meet the increased demands of the purchasers, which does not stimulate an increase in the demand for replacement. Meanwhile at the present time more than half of the color televisions and about one-third of the black-and-white televisions are being acquired for the replacement of working, but obsolete sets. As a result, the growth rates of the commodity stocks of televisions began to outdistance the growth of their sale: in 1982, compared to 1981, their sale increased by 5.6 percent, but the stocks--by 24.2 percent. The dissatisfaction of the purchasers with the quality characteristics of televisions is manifested by the fact that the majority of them give preference to some brands of televisions ("Rubin", "Temp", "Elektron", and others), and a significant part of the purchases (as shown by the surveys conducted by the All-Union Scientific Research Institute of the Study of Consumer Demand and Marketing Conditions) are made of necessity because of the absence of the popular brands on the market.

The intensive growth of commodity stocks of color televisions testifies to the fact that at the present time the receipt of commodity resources in terms of

volume is outstripping the growth in the demand of the population for them. Nevertheless, the provision of the population with color televisions is still insufficient and amounts to approximately 10 units per 100 families.

The color televisions being turned out in the country incur the complaints of consumers in regard to illumination engineering parameters, assortment, reliability, and external appearance. The basic reasons for this are the absence of a well-going production of color picture tubes with planar optics, self-focusing of electronic rays, increased brightness of the image and diversity of standard sizes; the low level of reliability of component parts; and the lack of possibility of manufacturing chassis out of plastic. In the assortment of color televisions there are important gaps, the filling of which could stimulate demand and encourage the reanimation of sales. Also lacking are new products of television technology: flat-screen televisions of table and wall design, with three-dimensional image, and with two screens.

The basic difficulties of attaining balance in the volumes of the production of cultural and everyday products and the monetary incomes of the population are related to the structural and assortment balance. To overcome them, physical indicators are needed which determine and stimulate the renewal of the assortment of consumer goods; among these, the indicator of production renewal introduced in 1984 (the planning of the withdrawal of obsolete articles from production) requires special attention. The work system of industry based on orders from trade must acquire increasingly greater significance--a system which provides for the preliminary (before the holding of the wholesale fair) coordination of the orders for the production of goods in expanded assortment with the apportionment of basic commodity features. At the fairs the orders are specified more precisely in terms of models, brands, sizes, type or grade of merchandise, and other parameters. Because of the absence of the proper coordination of the actual time periods for the development of control and plan indicators and the periods of holding the wholesale fairs,<sup>3</sup> this procedure is not observed. Preliminary orders, in essence, are not turned in, and the assortment of goods is determined directly at the wholesale fair when drawing up the specifications for delivery contracts. As a result, the work in regard to the formation of assortment is carried out less carefully, which cannot but have an effect subsequently on the satisfaction of the demand of the population.

To coordinate the indicators of requirements and demand, requisitions and orders of trade, volumes and structure of production into a unified system, a certain interval and variety of the plan indicators probably has to be allowed. It is expedient to establish the limits of the minimum volume of output of one or another article, guaranteeing the presence of articles in the market, ensuring the settlement of the enterprise with the budget, taking into account the capacity of the market, and the limits of the maximum volume of output, the excess of which can result in overstocking.

An important question of the assortment policy is the breadth of the "price spectrum" of the commodities produced. Quite a number of purchasers, for whom fashion and prestige play a decisive role in the selection of a purchase, consider it acceptable that the price of articles with the index "N" is higher

than average. However, such assortment improvements must not lead to supplanting of articles that are inexpensive, but enjoy stable demand, for example, from cotton fabrics, Malyutka washing machines, etc.

Some economists take the view that intensive renewal of production, changes in the cost of production, demand and prices inevitably lead to a partial divergence of demand from supply. Obviously, balance cannot be expressed in mechanical conformity for every article at every given moment; in essence it serves as a determining trend of such conformity. For this reason, the solution of the problem of the balance of demand and supply is inseparably connected with the improvement of national economic proportions and of the whole system of planning, one of whose aspects is the improvement of its methodology within the limits of the balance of demand and supply.<sup>4</sup> The development of such accounting and planning balances for the country and for the Union republics is acquiring particular urgency.

In general form, the balance of supply and demand represents a system of indicators which characterize the conformity of demand and supply in terms of volume and structure, in terms of the sources of the formation of resources and the directions of their utilization. On this basis, one can reveal the level of the satisfaction of demand, analyze the possibilities of changing the volumes and structure of consumer wealth, the export and import of consumer products, the volumes and structure of extra-market consumption, the level and conformity of retail prices, the expansion of one or another channel of realization, etc. The balance makes it possible not only to reveal the disproportions that have developed or are possible, but also, which is the main thing, to analyze and compare the variants for overcoming them. It must be emphasized that the expression of "balance of demand and supply" is to a significant extent conditional. Supply must exceed demand at least by the magnitude of the growth of commodity stocks, natural loss and discount of articles, reserve, and other things. Consequently, in actuality commodity supply and the total need for goods are balanced. The main condition for this is the complete satisfaction of the demand of the population both in terms of volume and in terms of structure.

Nevertheless, the balance of demand and supply for the time being has not found broad application in planning practice. This is explained, first of all, by the shortcomings of the information base--the trade-statistical data are too aggregated, and the methods of determining the demand of the population are in need of improvement; secondly, by the fact that the so-called system of balanced constructions, being used in planning, is not a system in the full sense of the word at the present time.

The idea of the construction of a balance of demand and supply has frequently been expressed in our economic literature. The discussions have mainly turned around the composition (magnitudes) of demand and supply (in particular, where and how to include the sums of the growth of commodity stocks, natural loss and discount of articles, etc.). Some economists have considered it correct to include the growth of commodity stocks, natural loss, the sum of the discount of articles, reserves and other things in the magnitude of demand; others--in supply. Both points of view have been subjected to justifiable

criticism. These contradictions are easily removable if one takes into account the fact that in actuality not demand and supply are balanced, but the total need for goods (the main constituent part of which is the demand of the population) and their supply.

The indicated shortcomings are overcome to the greatest extent in the balance scheme proposed by R. A. Lokshin.<sup>5</sup> It is acceptable for practical calculations and can better be coordinated with other balances. This scheme calls for the balancing, in the end, of the need for goods and the envisaged marketable commodity stocks. The need for goods is determined with regard to the effective demand being presented. To its magnitude are added: the replenishment of stocks; the replacement of losses due to discount and natural loss of goods; the commodity reserve calculated on the possible increase of demand and its lack of coincidence with the supply of some articles (the calculation and reflection of reserves in the balance is one of the fundamental questions). In those cases where a part of the available commodity stocks are involved in the commodity turnover, the need is reduced by this sum. In the subject of the balance, a classification of goods is proposed that would take into account the possible mutual complementarity and mutual substitutability of goods in the process of selling and consumption (for example, meat--fish, fabrics--sewed and knitted wear, etc.).

A scheme for the balance of demand and supply has also been developed in the Moldavian branch of the All-Union Scientific Research Institute of the Study of Consumer Demand and Marketing Conditions. In long-term calculations, the total commodity resources is composed of the magnitude of the demand of the population and the norm of commodity stocks (at the end of the period of prognosis). The unsatisfied demand is estimated by special methods. The summary column of the balance is the deficiency (surplus) of commodity resources up to the complete satisfaction of the demand and the bringing of stocks up to the norm. However, it is evident that the total need for goods is not calculated only by the magnitude of the demand of the population, enterprises and organizations and by the growth of commodity stocks. It must also include the other above-mentioned elements.

In spite of the discrepancies, the balance schemes, in our view, have a common, sufficiently fundamental shortcoming: they only reflect the deviation of demand from supply and do not envisage ways of regulating their correlation. In particular, in the recommendations regarding the composition of the schemes, the role of the price factor is not taken into account, as well as other possibilities of planning influence on the correlation of demand and supply.

In the Methodological Instructions for the Elaboration of the State Plans of the Economic and Social Development of the USSR, it is noted that in the plan balance of demand and supply the structure of retail commodity turnover (in the volume of the adopted plan of commodity turnover), which characterizes the demand of the population, being determined with regard to the drafts of the All-Union Scientific Research Institute of the Study of Consumer Demand and Marketing Conditions and its branches, as well as the requisitions of the USSR Ministry of Trade and the ministries of trade of the union republics, is compared with the plan structure of commodity turnover, which is established

proceeding from resources. In the accounting balance of demand and supply, the structure of commodity turnover, which characterizes the demand of the population, is compared with the accounting structure of the retail commodity turnover of the corresponding year. Thus, structural nonuniformities are revealed, but the total volumes are taken as coordinated beforehand: in the volume of the adopted plan for commodity turnover for the plan period and of actual commodity turnover for the accounting period. In actuality, however, especially during 1976-1983, the demand substantially deviated from commodity turnover not only in terms of structure, but also in terms of total volume, and this must be taken into consideration in the calculation of balances.

The development of a balance usually begins with the calculation of the volume and structure of the demand of the population. The magnitude of the disposable income of the population serves as the basis for the determination of the total volume of demand. This magnitude for the plan period characterizes the possible expenditures of the population for the acquisition of goods in the state and cooperative trade and is necessary for the establishment of the volume of retail commodity turnover. The item "Purchase of Goods" in the accounting balance of the monetary income and expenditures of the population reflects only the realized part of the demand of the population. The demand, however, which for one reason or another remained unsatisfied, is dissolved in the monetary savings of the population. In the plan balance, the disposable income of the population is determined as the difference between monetary incomes, on the one hand, and expenditures for paid services, obligatory payments and voluntary payments, and the growth of savings, on the other. The balance reflects only those incomes which can be received during the period being planned and does not take into account the necessity of increasing the disposable income of the population by the volume of unsatisfied demand, which is manifested in the accelerated growth of the savings of the past years.

The disposable income is calculated after the determination of the tax and savings part of the monetary incomes of the population. The absence of an objective criterion of the growth of the savings of the population is a serious obstacle to the establishment of the proper correlation between the monetary incomes and the disposable income of the population. The failure to fully consider the requirements of the optimization of this correlation creates the potential possibility of the rise of an imbalance between demand and supply. The necessity of improving the calculations of disposable income becomes obvious, including the necessity of a more precise determination of the magnitude of unsatisfied demand, for the purpose of overcoming the disproportion between the monetary incomes of the population and the supply of goods, which are manifested in the growth of savings in the deposits and on hand.

In contrast to demand, less attention is devoted in economic literature to commodity supply. At the same time, the leading role in securing the balance of demand and supply belongs precisely to commodity supply, which expressed above all the possibilities of production. The system of material balances of resources and the final product (commodity resources), a part of which is sent into trade, serves as the basis for the calculations of commodity supply. In these balances to begin with the volume of resources is determined, including the stocks at the beginning of the year, production, import, reserve, and

other receipts. The part of the commodity resources which is sent for sale to the population determines the basis of commodity supply. The remaining resources go for the replenishment of the state reserve, extra-market consumers, the fund of industrial processing, and for export.

If the resources of commodities are sufficient for the satisfaction of demand and other requirements, the market funds are determined on the basis of the calculations of the plan structure of commodity turnover (which, as it is supposed, coincides with the volume and the structure of demand, of small wholesale trade) and possible changes in the stocks of commodities found in the retail trade network. For goods whose production volumes do not yet correspond to demand, the market funds are determined, proceeding from the maximum increase of the resources being directed for sale to the population, by virtue of the possible limitation of extra-market consumption of non-food products, the reduction of the volumes of food products being used for non-food purposes, the increase of import, as well as the possible involvement of above-norm stocks in commodity turnover. As a rule, the material balances are composed in physical terms. For this reason, the calculation of the average retail prices for individual articles and groups of articles is necessary for the transition to a value assessment of resources (including market funds of commodities) and for its comparison with demand.

Retail prices are one of the most important and increasingly active means for the regulation of the correlation between demand and supply in terms of volume and structure. It would seem, the correlation and level of retail prices do not determine the magnitude of the disposable income of the population since it depends on the current incomes of the population and the movement of savings. However, a change in structure of retail prices frequently leads to a change in the structure of demand, which, in its turn, can call forth a change in its volume and, consequently, also in the magnitude of the disposable income of the population.

In the solution of the question of the change of prices, it is necessary to take into account the following factors: the raw material base of production, the quality of production, the competitive position of domestic products, their mutual substitutability, the level of obsolescence, the level of the satisfaction of demand for goods, the reaction of the consumer to changes in prices, the socio-economic significance of the commodity, and for a number of food products--the channels of trade through which they are sold: state and cooperative trade, public catering, and the kolkhoz market.

Balancing with the aid of prices presupposes, first of all, the presence of information with respect to a more detailed products list, secondly, multi-variant calculations, taking into account the intra- and inter-group switching of demand. The schemes of switching are determined on the basis of special surveys of the population and experts, and commodity and market research conducted by the All-Union Scientific Research Institute of Consumer Demand and Marketing Conditions and its branches. However, the balancing with the aid of prices, as a rule, is linked to the attainment of value conformity, moreover very short conformity. For the establishment of physical-material correspondence between demand and supply, profound changes are necessary in technology,

raw material supply of the production of goods, their assortment and quality, the policy of monetary income of the population, the development of private subsidiary plots, and other local sources of commodity resources. Objectively the formation of commodity supply depends on the level of production as a whole, while the growth of the monetary incomes of the population, to a still greater degree, must be related to the concrete final results of labor activity, the quantity and quality of the output produced.

Let us examine the fundamental scheme for the balance of demand and supply. The first part of the balance reflects the total demand for goods, of which the demand of the population constitutes the main part; the balance calculations begin from this part. In it are included the following items: the demand of the population; turnover from the sale of goods to enterprises, organizations, institutions and kolkhozes by way of small wholesale trade; commodity stocks in retail trade and public catering at the end of the year; natural loss of goods (within the limits of the norm); discount of goods of obsolete styles and models and goods which have lost their quality (according to the norm); the development of funds of all-union consumers at the expense of the market funds of the republic; reserve of commodities taking into account possible changes in the structure of demand and the excess of the incomes of the population compared with the plan; the sale, by consumers' cooperative societies, of goods to kolkhozes and sovkhoses which is not being included in the composition of retail commodity turnover.

In the second part of the balance, the composition of commodity supply is reflected: commodity stocks in retail trade and public catering at the beginning of the period; market funds of commodities for the accounting (plan, prognosis) period, including state resources and market funds being raised through local sources. In the final variant of the calculations, the magnitudes of commodity stocks and reserves at the beginning and the end of the period can be represented in the first part of the balance by the resultant columns of analogous measures of the same name.

The balances of demand and supply can be accounting and plan balances (including semi-annual, annual, and five-year balances). The most effective is the balance being developed in the process of the composition of the national economic plan. The plan (prognosis) balance must have several variants, which contain specific recommendations for the attainment of the balance of demand and supply.

The most important stage of the agreement of demand and supply is the formation of the production program. Because of the established practice of planning, various discrepancies may develop here. For example, the volumes of the production of footwear (in value and physical measures) is planned by the appropriate department of the USSR Gosplan, but the assortment--by the USSR Ministry of Light Industry, which is the head ministry for the production of footwear (it collects requisitions for the production of footwear and the necessary materials and practically is not under the control of the USSR Gosplan and the USSR State Committee for Material and Technical Supply). Two departments of the USSR Gosplan are responsible for the supply of leather goods and textile linings; the USSR Ministry of Light Industry bears responsibility for the out-

put of nails, heels, soles, dyes, zippers, and accessories. And if the appropriate department of the USSR Gosplan does not receive the information about the volume and structure of the necessary materials beforehand, prior to the composition of the plan of production, or the products list and volume of the basic materials is calculated without sufficient care, the need for footwear will not be fully satisfied. And to change the production volumes for raw materials and materials after approval of the footwear production plan is very difficult, since the output of many types of raw material (lacquers, dyes, zippers, and others) does not fall within the jurisdiction of the USSR Ministry of Light Industry. These aspects must be taken into account in the determination of the need for goods.

After the determination of the volumes and structure of the demand of the population, the total need for goods, and commodity supply, it is necessary to calculate the magnitude of the divergence between them and to single out anomalous deviations of supply from demand. For the calculations of possible deviations, the structure of the growth of commodity stocks and the reserve must be calculated preliminarily in such a way that the total magnitude of the one or the other at the end of the plan (prognosis) period are equal to the norm (for the reserve--to the norm of the established percentage of commodity turnover), taking into account the full satisfaction of demand. The norms are calculated as the difference between the norm at the end of the prognosis (plan) period and the actual magnitude of the stocks (reserves) at its beginning.

The balances of demand and supply by groups of goods and the summary are composed in monetary terms, and for the most important commodities--in physical terms as well. The regional balances--for the union republics, oblasts (krays)--must be coordinated into unified balances for the country. The special feature of the development of the regional balances of demand and supply consists in the calculation of the migration of the monetary assets of the population and in the correct distribution of marketable goods (especially the determination of the volume and structure of imported and exported goods).

In the determination of the possible volume of demand of the population presented in the territory of a region, it is necessary to differentiate the economically justified migration of money (business trips, holiday trips, temporary and seasonal work, etc.) and forced migration, when the population cannot purchase necessary goods at the place of residence or work.<sup>6</sup> The presence of forced migration of money requires especially careful calculation of the commodity supply in the region. In this case, the planning of commodity supply from the attained level is not conducive to the overcoming of the economically unjustified migration of money. It is necessary to plan the commodity supply, proceeding from maximum broad involvement of the resources of commodities of local industry, subsidiary businesses, the increase of purchases of food products from kolkhozes, fisheries, and the population by the organizations of trade and public catering. Moreover, in order to attain the balancing of demand and supply, such work must be conducted simultaneously in all regions. An urgent task is the development of balances of demand and supply of the short-term type, which permit an effective influence on the production of commodities, the development of commodity turnover, and the state of the domestic

market. In addition, it is expedient to differentiate the balance of demand and supply by contingents of consumers. It is developed for the purpose of making known the level of the satisfaction of the demand of the population for goods and for determining the necessary recommendations for its fuller satisfaction. This balance differs fundamentally from the calculations of commodity supply of retail commodity turnover. In the calculations of the latter, the possibility of satisfying the demand of the population both in terms of volume and in terms of structure is not always given. But the balance of demand and supply gives an idea of the developing disproportions and makes it possible to realize measures to overcome them.

Having examined some methodological approaches to the development of balances of demand and supply for consumer goods, the following conclusions can be drawn. Along with general methods of the balancing of demand and supply (they mainly concern the consistency of the execution of calculations, there exist specific methods for the various groups of commodities. For this reason it is necessary, in the selection of the methods of balancing, to take into account the specific qualities of goods and groups of goods. For example, for so-called standardized, i. e., relatively uniform, mass products (sugar, flour, potatoes, vegetable oil, cement, and others), the basic method of attaining the balancing of demand and supply is the change in the production volumes, since prices for these products are comparatively stable and their assortment is exceedingly limited.

For commodity groups of a more complex assortment (clothing, footwear, televisions, toys, etc.), the balancing presupposes, above all, a change in the structure of their production, which makes it possible to attain the optimum conformity of the assortment of goods to the demand of the population, both in terms of the physical-material and in terms of the cost aspect.

It must be emphasized that relatively simple and quick ways of regulating the correlation of demand and supply with the aid of prices are not always the best, and because of certain circumstances of a socio-political character, their use is not always possible. For this reason production serves as the main and decisive feature of balancing in the period being planned. The June (1983) Plenum of the CPSU Central Committee called special attention to the development of the production of consumer goods.

An analysis of the possibilities of the balance of demand and supply shows that, for an increase in the level of balancing, a close interrelationship is necessary between all economic levers which influence demand and supply: the policy of capital investments, the monetary incomes of the population, prices, etc. But this requires the coordination of the balance of demand and supply with other balances: of the social product and national income, the intersectorial balance, of the monetary incomes and expenditures of the population, with the system of material balances, with the financial balances (the consolidated credit and the cash plan of USSR Gosbank, the USSR State Budget, the consolidated foreign exchange plan of the USSR), and others. The solution of this problem requires, first of all, the development of common methodological techniques for the construction of the balance of demand and supply and its coordination with other balance constructions; secondly, the study of the specific

conditions for the achievement of the balancing of demand and supply for individual commodities and commodity groups; thirdly, the improvement of the information base of the calculations on the basis of commodity-market and market conditions research, the data of the selective calculation of the sale and stocks of commodities, the requisitions of ministries of trade of the USSR and the union republics, and surveys of consumers and experts.

The development of the balance of demand and supply must be conducive to the improvement of the economic mechanism, the strengthening of the role of the consumer in the planning of the production of consumer goods, and a more consistent orientation of production and trade to the growing requirements of the population.

#### FOOTNOTES

1. "Materialy XXVI s'ezda KPSS" [Materials of the 26th CPSU Congress], Moscow, Politizdat, 1981, p. 45.
2. According to the results of the wholesale fair.
3. In particular, the trade organizations receive the control figures for the marketable stocks and the registration documents usually a month to a month and a half prior to the beginning of the fair, which is why they do not have time to put together preliminary orders and coordinate them with the suppliers. And the production associations and enterprises receive the limits with respect to raw material, as a rule, after the fair, which leads to the revision of already agreed-upon specifications.
4. To bring about the agreement of demand and supply on the basis of the balance of the monetary incomes and expenditures of the population does not seem possible since it does not reflect the structure of the demand of the population, the volume and composition of commodity supply, and does not give sufficient consideration to the price factor.
5. See R. A. Lokshin, "Spros, proizvodstvo, trgovlya" [Demand, Production and Trade], Moscow, "Ekonomika", 1975, p. 63.
6. The methods for the calculation of the migration of money are described in detail in the book by A. N. Veronoy, "Pokupatel'nyy fond naseleniya i tovaroborot" [The Disposable Income of the Population and Commodity Turnover], Moscow, Ekonomika, 1981, pp. 69-78.

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## CONSUMER GOODS PRODUCTION AND DISTRIBUTION

### UKRAINE GARMENT INDUSTRY FAILS TO SATISFY CONSUMER

Kiev RADYANS'KA UKRAINA in Ukrainian 9 Sep 83 p 2

[Article in the column "Responding to Print"; "The Customer Is Always Right"]

[Text] The article, "The Customer Is Always Right," printed in RADYANS'KA UKRAINA in the May 14th and 15th editions of this year, received a reply from V. Dobryk, first secretary of the Ukrainian CP L'vov Obkom; V. Popov, vice-chairman of the UkSSR State Planning Committee; A. Syvikhina and A. Yevteyev, deputy ministers of UkSSR light industry and trade; and M. Kovganich, director, Ukrainian branch of All-Union Research Institute of the Communist Party [VNDIKP].

The letter from UkSSR State Planning Committee states: "The paper correctly points out the deficiencies in the garment industry and trade, and at the same time raises a number of questions in the planning and cooperation between industry and trade." In May, a large collegium of UkSSR Ministry of Light Industry was held, with the participation of the Ministry of Finance, the Bureau of UkSSR People's Control, State Standardization, and other departments, where the problems of selection and quality of light industry goods were examined, and measures were defined to correct the deficiencies in the work of the garment branch.

A. Syvikhina, deputy minister of light industry of UkSSR, announces that at the conference of the collegium of the Ministry of Light Industry, the work of many garment industrial unions was analyzed. A number of officials in charge of garment enterprises were held accountable materially and through disciplinary action.

The ministry developed additional measures regarding improvement in fashion and design of the clothing, and operational changes in the selection of goods, which are not taking advantage of the soaring advancement made in the technical level of production, and quality control. Specialists from the Ukrainian garment industry, and from the Kiev unions Ukraine and September went to the L'vov union Beacon [Mayak], and offered the association practical assistance.

Today, in the republic's Ministry of Light Industry, a comprehensive complex program is being developed directly at the improvement of the quality and selection of goods in the garment industry.

The UkSSR Ministry of Trade considers the problems raised in the article "The Customer Is Always Right," just as pressing and just as important.

A. Yevteyev, deputy minister, notes that in the shaping of the commodity resources for this year, the Ministry of Trade combined selection with garment production, and as a result it was renovated by 62 percent. In the future, cooperation between industry and trade will continue in the area of improvement in selection of styles and in the familiarization with particularly fashionable products, says comrade Yevteyev.

All this is good and deserves our attention. However, unfortunately, in the letter from the Ministry of Trade, there is no reply to a number of important and sharply critical observations directed to it. What is being done, and what will be done to study in depth the demand and formulation of actual, current as well as prospective, supply in the garment production. Will officials be held accountable for truthfulness in reporting annual supply!

M. Kovganech, director of the Ukrainian branch of the All-Union Research Institute for the Study of Population Demand of Consumer Goods and Trade, reminds the editors that the institute's goal and its branches, is the immediate study of demand, "the scientific guarantee of the conduct of this work through practice." It is this inadequate level of "guarantee" that the article spoke about in "The Customer Is Always Right." And how will you improve the work? The answer in the letter was given in just a few lines: This year the branch will develop formal recommendations to study the markets on the regional level of trade, as well as to order the UkSSR Ministry of Trade to conduct operational supervision of the growth of demand, especially in the area of clothing and footwear. Is this not too little?

The editorial board expects answers to these questions from the leaders of the institute, and to those that were not answered by the Ministry of Light Industry, the Ministry of Trade, as well as the State Planning Committee, in particular: What steps are anticipated for broadening the network of factory stores like Novynka; what actions are anticipated to improve the development in the infrastructure (storehouses, transport) of the garment industry and trade.

We will quote from the letter of V. Dobrik, first secretary of L'vov Oblast Ukrainian CP committee: "Having familiarized myself with your article of May 14th and 15th, "The Customer Is Always Right," we express several considerations.

The UkSSR Ministry of Trade and Ukrainian Garment Industry only partially reacted to the questions raised before us. This year the garment union Beacon continues to make clothing articles (men's and women's coats) which enjoy a limited demand. On June 1, in the union's warehouses there piled up production valued at 17.8 million rubles, of which 1.2 million was produced this year.

In our opinion, the fallacy in the practice of light industry enterprises, especially in the garment industry, is that in the formulation of next

year's plan, the main consideration is not demand for definite selection in goods, but an obligatory rise in labor productivity and production volume as compared to that achieved in the previous year. It is imperative to allow enterprises to spend more time sewing the articles. This should be true for articles with the state mark of quality, index "N," as well as mass produced articles.

The Ministry of Light Industry should expediently plan to increase the quantity of small batch-production lines (tying this with planned indices) at the enterprises and organizations, and at the same time broaden the capacity of the experimental sections. This will increase the possibility to meet customer demand for diverse clothing styles. In addition, enterprises should have reserve lines to carry out preparations, not provided for in the plan, for the manufacture of new selections. It is necessary also to raise the accountability of the fashion houses for the creation of styles, their technical and creative supervision over batch production.

The time has come to forecast the prospect for real market conditions, concerning the production of different groups of consumer goods, taking into account the active input from responsible offices of the Ministry of Trade and other departments that study public demand.

To reduce the number of products sitting in warehouses and shelves of stores, trade organizations should be required to be accountable for consumer satisfaction, and to fulfill their contracts to deliver the production supplies for trade, which would help to provide the population with high quality consumer goods."

The editorial board hopes that answers to the considerations offered by the L'vov party obkom will be provided by the ministries and departments who are called upon to solve the problems raised here.

CSO: 1811/22

CONSUMER GOODS PRODUCTION AND DISTRIBUTION

CARTOON COMMENTARY ON CONSUMER GOODS

TRUD Comment

Moscow TRUD in Russian 9, 16 Dec 83, 11, 12, 24 Jan 84 p 4

Cultural Service Month

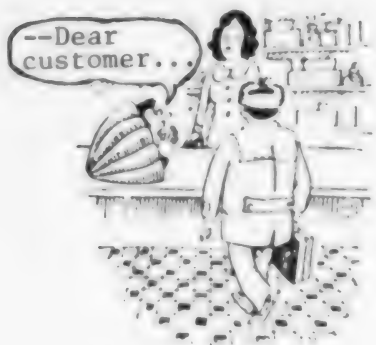
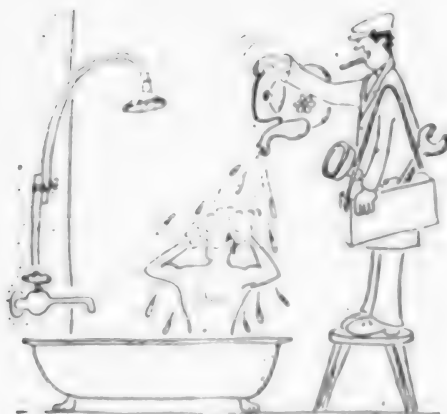


Рис. Е. ВАСИЛЬЕВА.



Рис. О. ПОМОЧИЛИНА.



--Wash faster, I'm due on the fifth floor...

Рис. Ю. РОМАНОВА.

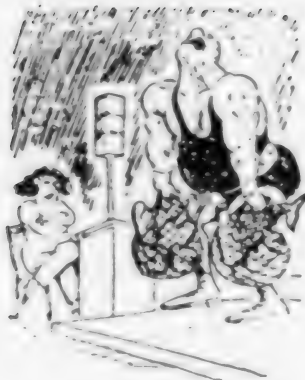


Рис. В. КОЗИНА.



Рис. С. БЕТКИНА.

# SEL'SKAYA ZHIZN' Comment

Moscow SEL'SKAYA ZHIZN' in Russian 22 Nov 83 p 4



Рис. О. ПОМОЧИЛИНА.

CSO: 1827/142

## HOUSING AND PERSONAL SERVICES

### ISSUE OF RURAL SERVICES DISCUSSED

Moscow PRAVDA in Russian 9 Dec 83 p 3

[Article by PRAVDA correspondent N. Utkin, Kursk Oblast: "The 'Difficult' Steam--Man and the Service Sphere"]

[Text] Each Saturday many Kursk residents hurry to Gaydar Street early in the morning. The city's best bathhouse is there in building No. 10. And so those who love it hurry to be the first to partake of the therapeutic steam, which, according to the folk saying, will drive out any illness and cures better than a doctor. They acquire tickets for 2 "shifts" at once. The experts say that haste is counter-indicated.

"This is like a holiday for us," said one of the habitués, wielding the luxuriant birch switch. You spend an hour or so in the bathhouse and it seems that you have thrown off a heavy weight. Your spirits are uplifted for a whole week."

This is how hundreds of other lovers of the steam bath feel, who come slightly later and spend several hours patiently waiting in a long line. This is perhaps a long time to wait even for such a pleasure as this.

"It is a long time," L. Yarygina, in charge of Bath No 1, says. "It is not surprising, though. There are only six bathhouses in Kursk for 400,000 residents."

Let us explain that this is far less than called for by the norms. Furthermore, they are not evenly distributed. Residents of Leninskiy Rayon have three bathhouses, Promyshlennyy Rayon has two, and Kirovskiy Rayon has only one. It is not surprising that people travel from there to Kommunisticheskaya or Gaydar Street, because they lose even more time in "their own" bathhouse.

The situation is clearly not the way it should be. And we are not talking about just the lovers of steam rooms. There are thousands and thousands of private homes in Kursk. A bath is not a luxury but a prime necessity for the owners. Furthermore, many of those who have bathtubs in their apartments would also not be averse to taking a steam bath.

This is the situation in Kursk. The situation is no better in other oblast cities and rayon centers. Only in Oboyan, Korenevo and two or three settlements

do the bathhouses measure up to the demands set for them. In other rayon centers they are housed in dilapidated buildings, every year they are under repair for a long time or have only small, confining rooms for bathing and have no steam rooms.

"We try to do everything possible," P. Yushchenko, chief of the oblispolkom's housing and public services administration, says, "in order for the population to receive as many services as possible in the bathhouses under our jurisdiction. Major repair work has been performed on all of them during the current five-year period at a cost of more than 400,000 rubles. We still have complaints about poor service, however. How could it be otherwise, though. The building in Dnidriyev, for example, was built before the revolution. It is crowded and inconvenient. The same situation exists in the settlements of Konyshevka and Pryamitsyno. Furthermore, things are not going well with the construction of new baths."

He showed me data confirming what he had said. Due to lack of discipline on the part of the builders 370,000 rubles were not used during the 10th five-year period, and only slightly more than half of 747,000 rubles has been assimilated during the current five-year period. This is despite the fact that the program for the construction of new facilities, frankly speaking, is an extremely modest one and does not cover the need. It is planned to build... two bathhouses--one with a capacity of 20 people, the second 26. Completion of the first bathhouse in the settlement of Tetkino, Glushkovskiy Rayon, was greatly delayed. And the Kursk-sel'stroy Administration cannot seem to complete the construction of another in the settlement of Cheremisinovo.

Up to this point we have talked about bathhouses in cities and rayon centers, which have oblast housing and municipal service agencies. We also have central settlements of kolkhozes and soykhozes, and other rural communities, however. What is the situation like there?

I addressed this question to A. Sapunov, deputy chief of the oblispolkom's agricultural administration, in charge of personnel and personal services.

"I shall instruct my workers to gather the information," he answered.

Those who prepared the information warned me that they could not vouch for its accuracy.

It was necessary to use the services of the oblast statistical administration. The information obtained there provided a more complete picture of the situation. There are 15 bathhouses in Kastorenskiy Rayon (the best figure in the oblast), for example, but this does not mean that they are operating at full capacity. Capable of handling 230 people at a time, last year they served only 2,000 people. As a comparison, I point out that six bathhouses in Manturovskiy Rayon, which have one third the capacity, handled 25,000 people. The number of bathhouses is far from meeting the established standards. Bol'shesoldatskiy, Dnitriyevskiy, Konyshevskiy, Solntsevskiy and Timskiy rayons have from one to five each, and there are none at all on the kolkhozes in Zheleznogorskiy, Zolotukhinskiy, Oktyabrskiy and Shchigrovskiy rayons. How do the people get by without them?

"We do it like geese," an elderly kolkhoz worker said, jokingly, when I asked him. He then added seriously: "We bath at home in a tub."

This situation has developed because the matter has gotten stuck, as it were, between two departments: The authority of the oblast housing and municipal service agency does not extend to the kolkhozes and sovkhoses, and the farm leaders do not get around to bathhouses. They have no time for these. They are concerned with carrying out the planting and the harvesting in good time.

It was planned to build 82 bathhouses during the 10th five-year period, but only 34 were placed into operation. A more than modest program was set for the first 3 years of the current five-year period--31 facilities. Only 18 were placed into operation, however.

I have already mentioned the fact that there is not a single bathhouse at the central farm settlements in Oktyabrskiy Rayon.

"Why aren't they being built?" I asked V. Berdnikov, chairman of the rayispolkom.

"We have forgotten about them," he admitted. "We are going to correct the situation now. We shall apply for five at once, but I am afraid that they will not all be approved at the oblast level."

I told A. Konorev, deputy chief of the oblast agricultural administration, in charge of capital construction, about that conversation. He expressed surprise:

"An unfounded statement. On the contrary, we recommend that personal service facilities be included in the applications, but we frequently receive no support in the rayons and on the farms."

It is easy to explain this situation. The oblast agricultural administration, the oblispolkom and the party obkom are officially responsible for such things as housing, kindergartens and roads. Those in charge at all levels are held strictly accountable for their construction and release for use. Municipal services hang somewhere in limbo, however. It all depends upon the inclination or disinclination of the kolkhoz chairman or the sovkhos director. If he wants to build them, they will be built, if not, no one will reproach him for it.

Now let us return to the subdivision of the oblast agricultural administration, which is charged with seeing to it that the program for improving cultural and living conditions in the rural area is implemented. All the evidence indicates that its workers, which are headed by A. Sapunov, are handling this matter very poorly. This is confirmed by the following facts.

No bathhouses at all have been built in Ponyrovskiy, Zolotukhinskiy and Konyshevskiy rayons during the past 8 years. Everyone considers this situation normal. Year after year even that meager plan approved by the oblispolkom is not fulfilled, and again the situation is accepted with nonchalance.

An attempt was made, to be sure, to draw the attention of the farm leaders to municipal and personal service facilities. The chairmen of the Avangard and

Novyy Put' kolkhozes in Pristenskiy Rayon were criticized in a report at one of the sessions of the oblast soviet of people's deputies, held in June of this year, for converting bathhouses there into storerooms. The other day I asked how they had responded to the criticism. "Nothing has changed," was the answer.

In conclusion, a few words about this matter. People like the Russian bath (like the Finish bath) because they can steam themselves as well as bathe in it. The plans for those being built in the rural areas do not provide for enjoyment of the former, however. Nor do many baths in the rayon centers have steam facilities. The hang up is due to the fact that there are main steamlines (with very hot steam) only in the large cities. This means that they need the electric steam producers which are simple and convenient, but these are not to be found anywhere. In 1981 the oblast housing and municipal services agency requested ten of these from the RSFSR Ministry of Housing and Municipal Services but received only four. The next 2 years not a single one was provided. Is it not time to resolve this problem, which, in general, is not a difficult one for industry, and set up the manufacture of the necessary quantity of electric steam producers?

The bath is only one element of rural life, of course. The development of municipal services is still being handled poorly in general. This is despite the fact that the RSFSR Ministry of Agriculture has a special administration of public catering, personal services, housing and municipal services. And the Russian Federation's Ministry of Housing and Municipal Services has a main administration of municipal service enterprises. They should jointly engage in the active resolution of important problems, including the bathhouse.

11499

CSO: 1827/121

## HOUSING AND PERSONAL SERVICES

### DISPUTE OVER DISMISSAL OF MINISTRY SPECIALIST DESCRIBED

Moscow TRUD in Russian 6 Jan 84 p 2

[Article by TRUD correspondent P. Gus'kov: "How They Maintained Authority"]

[Text] My interlocutor, V. Sizhazhev, the Kabardino-Balkar ASSR first deputy minister of housing and municipal services, is adamant: the dismissal order will not be rescinded.

Let us be objective: in Nalchik I heard many good things about the work of the present leader of the republic housing and municipal services, V. Mastafov. He came to the ministry comparatively recently from the post of deputy chairman of the capital's gorispolkom, and in his new duties he showed himself to be an intelligent and businesslike manager. Nalchik has been noticeably freshened up in the past 2 years and the work of its municipal services has become much more organized.

The new minister not only raised the requirements for the cleanliness of the city's streets. He decisively set about bringing order to his apparatus. But life has shown that relationships within a collective are a complicated sphere that requires from a leader not only energy but also experience, sensitivity and wisdom, and, as an absolute minimum, a knowledge of the labor laws.

In April the chief of the department of material-technical supply, V. Artemenko, received an urgent order to prepare material on the allocation of funds to the enterprises. It was urgent because a decree of the autonomous republic's council of ministers on this subject had been sitting in the ministry offices for some days because of the negligence of the ministry workers. And so, in a conversation with Valentina Nikolayevna, the minister particularly emphasized the importance of the task.

The material was on her desk by late evening on the Thursday. Artemenko worked on it all through Friday. However, it was not ready by the appointed time. Incidentally, as the specialists later noted, it was quite impossible for one person to deal with such a volume of work in that time. She had to take papers home to work on her days off. She figured that everything would be ready by the Monday. And then she fell ill. The physician's diagnosis was inflammation of the lungs, and he issued a statement to that effect.

Nevertheless, Artemenko did complete her work even though she had been hospitalized. But she did not turn it in on the Monday, 27 April, but 3 days later. After that she was ill for almost a month. However, her heroic efforts turned out to be in vain. Already on the first day of her illness, 27 April, a strict order was issued, No 229-A: "For failing to carry out the minister's instructions to prepare very important documents and for gross violation of labor duties, comrade Artemenko is dismissed from her position..." They did not even find time to explain this, and what had happened to the person...

Soon, however, the minister recollected what had happened and he himself cancelled the first order. But as soon as Artemenko returned to work, she was again fired... We can see that right from the start Vladimir Zhabrailovich had no intention of yielding.

True, before the second firing they suggested to her that she could either transfer to a more junior position or resign. To Artemenko this seemed insulting: she had worked for many years without a single rebuke, and even under the new leadership she had had no complaints thus far... Why should she go? But the minister was not about to listen to the objections...

Valentina Nikolayevna appealed the order of dismissal. First she turned to the Kabardino-Balkar Council of Ministers for help. Then she wrote to the RSFSR Ministry of Housing and Municipal Services and sought aid from the Kabardino-Balkar ASSR procurator's office.

"Artemenko was fired illegally," the chief of the department of general investigations, N. Dzugulov, who checked out her complaint, confirms. "And so the republic procurator's office protested to the Council of Ministers. We demanded her reinstatement at work."

A commission of the RSFSR Ministry of Housing and Municipal Services also came out on Artemenko's side. The deputy minister V. Fedorov issued the order: cancel the dismissal order. However, V. Mastaflov ignored it. Then the RSFSR first deputy minister of housing and municipal services S. Ionov wrote to the Kabardino-Balkar ASSR Council of Ministers. But there they unexpectedly came out on the side of Vladimir Zhabrailovich. "We find no justification for reinstatement," it says in the letter from the Kabardino-Balkar Council of Ministers chairman Ye. Kimova. "In terms of her business qualities Artemenko is not fit for the post she occupied."

And there you have it! Whereas at first it was a question of failure to carry out just a single task, even though it came directly from the minister, now the emphasis started to change swiftly. Artemenko, in some obscure way, became an entirely unfit specialist...

But the investigation materials testify otherwise... Valentina Nikolayevna worked in the ministry for 16 years. During that period she was never once rebuked, but she did receive numerous commendations.

However, all the arguments made by the procurator's office achieved nothing. The Kabardino-Balkar Council of Ministers did not even review her protest.

A year passed, two. Weary with trying to defend her legal rights, Artemenko agreed to return to the ministry in the post of a rank-and-file engineer in the capital construction department, offered to her as a compromise. But passions have not abated.

We talked for a long time with minister V. Mastafov. It is understandable that for my interlocutor the conversation was not of the most pleasant kind, but he talked about it frankly. I was also frank in giving my opinion, that admitting the error would only enhance his authority in the eyes of his subordinates.

9642

CSO: 1827/127

## HOUSING AND PERSONAL SERVICES

### RURAL SERVICES UNDERGOING DEVELOPMENT

Moscow SEL'SKOYE KHOZYAYSTVO ROSSII in Russian No 12, Dec 83 p 49

[Article by V. Vas'kin, candidate of juridical sciences: "Guaranteeing Housing Rights"]

[Text] One important factor in improving housing conditions for rural workers is the improvements in their legal regulation in the USSR and union republic fundamentals of housing law and the RSFSR Housing Code adopted by the RSFSR Supreme Soviet on 24 June 1983 that went into force on 1 January 1984.

Whereas earlier legislation did not cover kolkhoz apartment houses in the housing inventory and citizens used them in accordance with the rules of property rental, now, in accordance with article 4 of the Fundamentals of Housing Law and article 5 of the RSFSR Housing Code, kolkhoz houses have been assigned to the public housing inventory. This means that the alteration or curtailment of an agreement or eviction are possible only by a court order and only in accordance with the principles envisaged in housing legislation. This applies also to housing belonging to state kolkhoz or other state collective associations, enterprises and organizations.

Housing is a social boon which is made available in accordance with the labor contribution of citizens. In the Law on Labor Collectives, which came into force on 1 August 1983, along with other matters, the powers of labor collectives in improving social and cultural and housing and everyday conditions for workers are regulated. Proceeding from this, article 31 of the RSFSR Housing Code provides that in resolving a question concerning improvements in housing conditions at a place of work, the recommendations of the labor collective are to be taken into account.

In his speech to the CPSU Central Committee June (1983) Plenum, Yu.V. Andropov said in particular that the allocation of apartments, like other boons, should be just and should take into account how a person works. But if a person does not fulfill his constitutional obligation to work or does his work unconscientiously, his housing rights may be restricted. In article 34 of the RSFSR Housing Code it is established that if a citizen who is on the waiting list for housing grossly violates labor discipline at his place of work he may be transferred to a lower place on the waiting list. The labor collective has the right to raise this question. The same kind of sanction can also be applied for drunkenness and petty larceny of state or public property.

In apartment houses belonging to kolkhozes, interkolkhoz organizations and state kolkhoz associations, apartments are offered to citizens in accordance with the joint decision of the administration and the local trade union committee, with a subsequent report to the ispolkom of the rayon, rural or settlement soviet of people's deputies (article 24 of the Fundamentals of Housing Law, article 44 of the RSFSR Housing Code). Moreover, housing available in kolkhoz apartment houses can also be offered to persons who are not members of the kolkhoz but who work there.

The sole document for occupation is the order issued to the citizen by the ispolkom of the local soviet of people's deputies, and the agreement for the rental of the housing is based on this document, setting forth details of the rights and obligations of the parties.

Citizens living in apartment houses that are part of the state and public housing inventory and located in rural localities enjoy an extensive range of housing rights. For example, the housing rental agreement can be altered only with the agreement of such persons. They keep their apartment during absences lasting up to 6 months, and, where the law so provides, for longer periods also. Under certain conditions housing may be reserved. The lessee has the right, with the agreement of the lessor (the sovkhoz or kolkhoz) and those family members living with him, to sublet the housing in accordance with the procedure laid down in the legislation of the union republic, and he also enjoys the right to make a housing exchange.

The new housing legislation establishes a number of additional privileges for kolkhoz farmers and for specialists working and living in rural localities. In particular, the payments for their apartments can be set at a lower rate than the state rate if so decided by a general meeting of the kolkhoz farmers or a meeting of authorized persons (article 27 of the Fundamentals of Housing Law, article 58 of the RSFSR Housing Code).

Specialists working and living in rural localities but outside populated points make no payments at all for their housing, heating and lighting (article 28 of the Fundamentals of Housing Law, article 59 of the RSFSR Housing Code). The lists of categories for such specialists are drawn up by the USSR Council of Ministers and the union republic councils of ministers.

In contrast to earlier laws, citizens expelled from a kolkhoz or leaving it at their own request can be evicted from kolkhoz apartment houses only when they have been offered alternative accommodation.

Certain provisions have been made in the use of service accommodations allocated for citizens who because of the nature of their labor relations must live at their place of work or close to it. In houses that are part of the state housing inventory such accommodations can be included as part of the service accommodations if the rayon soviet of people's deputies so decides, while in houses belonging to kolkhozes, this is decided by a general meeting or by a meeting of authorized persons and confirmed by the ispolkom of the rayon soviet of people's deputies. Workers and employees who discontinue their work relations with an agricultural enterprise, and also citizens who

are expelled from a kolkhoz or leave at their own request, can be evicted from service accommodations without being offered another apartment. At the same time, article 40 of the Fundamentals of Housing Law and article 108 of the RSFSR Housing Code establish a substantial list of categories of citizens who cannot be evicted unless alternative housing is offered.

Article 39 of the USSR Constitution states that citizens' exercise of their rights and freedoms should not occur to the detriment of the interests of the state or society or of other people. This constitutional standard is concretized in article 7 of the Fundamentals of Housing Law and article 10 of the RSFSR Housing Code, which provide for a number of obligations and establish that housing and accommodations may not be used for the purposes of personal gain, deriving work-free income or other self-interested purposes.

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CSO: 1827/127

## HOUSING AND PERSONAL SERVICES

### SIBERIAN HOUSING SHORTCOMINGS EXAMINED

Moscow SOVETSKAYA KUL'TURA in Russian 24 Jan 84 p 3

[Article by Dr. of Technical Sciences N. Abovskiy, professor and chairman of the Construction and Construction Industry Section of the CPSU kray committee's scientific council, Krasnoyarsk: "An Apartment With Windows Facing North"]

[Text] A Siberian house must have some specific features. Architects, planners and builders must take the geographic and climatic factors into account.

Yu.V. Andropov's speech at the December 1983 Plenum of the CPSU Central Committee especially stressed the following: "In the final analysis all of our efforts in the economy are aimed at improving the people's standard of living. This is the main sociopolitical objective of our plans. All efforts in the development of production are considered worthy when they help to improve the people's welfare."

How are architecture and urban development in Siberia today linked to this main objective? We mentioned Siberia specifically, because the geographic factor must be taken into account also in our age of standardized housing. Walk around the new sections of Krasnoyarsk, however, and you will invariably be struck by the numerous loggias. This Italian invention for protection against the sun is perfectly appropriate in places like Sochi or Tashkent, but in Eastern Siberia it simply shades apartments which are already dark in the winter, results in losses of valuable heat, collects dust in the summertime, and is not used for its intended purpose most of the year. The Krasnoyarsk residents store cabbage and unneeded items and dry the wash in the loggias.

Or take the building--actually an entire complex of buildings--which comprises the 1,000-bed hospital in Krasnoyarsk. One is struck by the enormous, 2-meter windows. At first glance this would appear to be a good thing. It permits more sunlight to enter. The fact is, however, that in Krasnoyarsk the outside temperature stays at 30 degrees above zero for 3 to 4 weeks out of the year. What is it like for patients whose stay in the hospital coincides with these weeks? The designers did not provide for protection against the sun, however, just as they did not include triple glazing of the windows. As a result, they are very ineffective against the cold winds of winter.

The reader will ask why and how this could happen. Both the loggias and the hospital, of course, are a typical example of poor designing, of an uncreative

approach to the standard design. The designers and architects at the Krasnoyarsk-grazhdanproyekt Institute, however, can show you more than one truly creative project of theirs, can show you fine buildings constructed according to their individual designs, and the reader will be forced to agree that Krasnoyarsk has architects capable of performing their work on the very highest level.

This is not so much their fault as it is due to the fact that they are forced to adapt plans designed for use in other areas of the nation because there are no architectural designs for Siberia. Instead of fundamentally new designs dictated by regional climatic conditions, they are limited to unimaginative half-measures. They will make the walls slightly thicker, let us say, or put in more radiators. The result: The temperature is 40 degrees below zero outside and 27 above inside. The only way to eliminate the stuffiness and the dry, throat-rasping air is to open the air-vent window. The effects of this can best be described by medical personnel who deal with respiratory diseases.

In general, of course, the architects and designers are aware that there are effective air or electric heating systems, air conditioning, ventilation and so forth. No one is studying or developing these systems for use in Siberia, however.

In light of the enormous scale of housing construction today, it might seem strange but it is still a fact that no one knows what the Siberian apartment building, housing area or city should be like. Numerous theories on this have not been tested with the construction of even a single experimental building, microrayon or housing area. There is no such thing as a Siberian apartment building, and particularly one for Krasnoyarsk, at the present time even in the planning stage, just as there is no specific building for Tashkent or Vilnius.

Later on we shall discuss the reasons for this. At this point, however, I should mention the fact that there was a time when only one task faced the kray--how to satisfy the incredible appetite for housing as rapidly as possible. The largest possible quantity of housing had to be built, even if not too comfortable. Is it acceptable today, however, simply to build up the housing construction capability without making some qualitative changes?

Let us consider this question using the construction of a housing area for the Krasnoyarsk Heavy Excavator Plant, which is designed to house 110,000 residents. Designers at the Krasnoyarskgrazhdanproyekt Institute put a great deal of work into it and applied a number of original planning ideas, while construction workers of the Krasnoyarsk Main Housing Construction Administration are vigorously implementing them, overcoming many difficulties in the process. A large number of documents call for the creation of this housing area as an exemplary one which measures up to the plant under construction.

Now, however, when the construction is already in full swing, the absence of scientific provision has "suddenly" been discovered at the planning stage. The plant directors unexpectedly discovered that almost all of the one-room apartments had been cut out of the plan. How could the young personnel be retained if they were not entitled to apartments with more than one room?

Priority in the construction of service enterprises, primarily children's preschool facilities, was not thoroughly planned. As a result, around 11,000 of those considered city mothers are staying at home with young children because of a lack of vacancies in kindergartens and nurseries.

Here is another example. When they were planning personal services for the workers, the plant could have accepted orders from the future tenants for built-in furniture and other equipment for the housing. This would have helped free their time and contributed to the retention of personnel. Unfortunately, however, the plan did not call for this.

Wind-sheltering was planned for the housing area under construction without an adequate scientific basis (without even performing tests in a wind tunnel).

We are not surprised at all of these "suddenly's," when we consider the fact that the planners had only one partner--the builders. Sociologists and demographers, operators and economists, and medical services did not help compile the order for the planners nor take part in the planning process itself. It is apparent, however, that precisely the sociologists and demographers could have provided the planners with a proper study of the dynamics of the new collective's development, thereby cautioning against the errors which have now been discovered.

The problems of the construction project, unique in scope and significance, cannot be resolved always on the level of the Krasnoyarskgrazhdanproyekt Institute, which has to handle the routine planning while deciding important questions as they come up and fitting things into the overall norms. The people here have long since concluded that a scientific subdivision must be created, which would deal exclusively with Siberian apartment buildings, settlements and cities. Many times in recent years the local and the central press have brought up for consideration by the State Committees for Construction Affairs of the USSR and the RSFSR the matter of creating such a subdivision, which would be capable of providing scientific substantiation for civilian construction in the kray. There is still no solution to this problem in sight, however.

Today there is nobody to establish reciprocal communication between the architects, designers and builders, on the one hand and the operators of the housing on the other. The fact that no one is seriously interested in learning the opinion of those providing municipal services (It is impossible to develop a new motor vehicle or tractor without learning the opinion of the chauffeur or tractor driver, but this is perfectly all right in the construction of an apartment building, which is far more expensive!) results in a situation in which ideal operating conditions, so to speak, are incorporated in the plans, conditions which simply cannot be realized in certain areas of the nation.

I would like to especially stress the fact that this problem is in great part due to the absence of skilled operating personnel. It is not planned to train them even at the recently opened Krasnoyarsk Construction Institute, however.

The absence of a scientific subdivision capable of taking into account the opinions of various sciences important to the resolution of problems raised by

the construction of housing on enormous scales has resulted in a situation in which the planners begin the work without a scientifically based order-and-plan closely coordinated with the region's social and economic development problems.

The Architects' Union of the USSR was among the first to support the appeal by the Krasnoyarsk workers, who began a movement with the slogan: "Let us turn Siberia into a region of great culture!". The Union expressed a readiness to provide the most extensive assistance in this large job, primarily with respect to urban development. In reality, the Siberians were not dealt with fairly by the Union. Today, however, we are not talking simply about specific assistance through sponsorship but about a contribution by this creative organization to the scientific development of the entire group of basic problems of urban development in the nation's eastern regions, which could be figuratively described as "a home for the Siberian."

An extremely poorly expressed function for the client has been a specific consequence of the situation. Without any help from science, he himself does not know what quality of housing he should receive for his money. The imperfect plan for the housing area for the Krasnoyarsk Heavy Excavator Plant is a result of this ignorance.

Many of the issues raised in this article are not new. The Scientific Council of the Krasnoyarsk Kray Committee of the CPSU has done a considerable amount of work to study the state of affairs and make its recommendations known to the central organizations. These issues have been discussed at a session of the kray soviet of people's deputies and at a scientific and practical conference conducted by the USSR State Committee for Construction Affairs jointly with the kray committee of the CPSU, and they have been repeatedly brought up in the press. The work has not yet produced perceptible results, however.

In our opinion, the problem of the Siberian home should be approached not just from economic and scientific and organizational positions. It should be regarded as a truly creative problem, if you like. The artistic experience in building modern, new cities, housing areas and microrayons outside Siberia, which satisfy the demands of the Soviet people, makes it perfectly apparent that success is achieved when liberated, innovative architectural thinking based on scientific and technological achievements is applied. We believe that the broadest field of action is opened up in precisely this area for the recently created Union of Architects of the RSFSR and the Architectural Department of the USSR Academy of Arts. Prominent incorporation of the specific features of urban development in Siberia in future architectural and planning developments is economically dictated and has abundant artistic possibilities.

It is no longer necessary to demonstrate the great importance of developing the social infrastructure for resolving management and economic issues for the accelerated development of Siberia's production forces. There is still an apparent need to be reminded that the development of this infrastructure should be carried out on the modern level, however.

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## HOUSING AND PERSONAL SERVICES

### RED TAPE HINDERS HOUSING CONSTRUCTION

Moscow SOVETSKAYA ROSSIYA in Russian 28 Jan 84 p 3

[Article by SOVETSKAYA ROSSIYA correspondent P. Nikitin, Kursk: "What it Costs to Construct an Apartment Building"--Follow up on the Letter: "What the Tenants of the Cooperative's New Housing Are Annoyed With"]

[Text] Cooperative housing construction has developed extensively in our nation in recent decades. The people have seen that this is a progressive thing, that it is helping to solve the housing problem. Thousands of families are willingly joining cooperatives and receiving comfortable housing. And it is the duty of the builders to do everything possible to assure that the new housing brings joy and not disappointment to the people.

From time to time our mailbag contains letters from disappointed tenants of cooperative housing, however. What is the defective construction costing the state? What is it costing you and me? Our correspondent in Kursk set out for a certain, specific address to find the answer to these questions.

A. Viryutin, leader of a track installation team for the Kursk Streetcar and Trolley Administration, was upset when he inspected his new apartment. Instead of a new bathtub of sparkling virgin white, there was an old tub which had been around a long time. The builders had forgotten to connect the bathroom and toilet to the ventilation system. The wooden floor was not covered with the promised linoleum....

Viryutin learned the real extent of the deficiencies later, however, when the cooperative board rendered an account at a meeting. The board chairman stated that 3,000 rubles had been spent on outside lighting. The tenants asked with indignation: "In that case why doesn't it work"?! The chairman reported that more than 5,000 rubles had been spent on landscaping. The participants in the meeting leaped from their seats once again. "There is not a single seedling on the grounds!" they said.

The tenants brought up more and more new issues.... Finally, during the heated discussion, it was decided to compare the plan with the reality. Pensioner

I.S. Bulychev, veteran specialist and former chief estimate clerk for the Kurskgrazhdanprojekt Institute, was called upon for assistance. He set about the job with vigor. He looked over the apartments from morning to night, looked into every corner with hypercritical thoroughness, clicking his slide rule. And he clicked up some facts!

"The cooperative overpaid for every single job" he reported. "The overpayments total more than 300,000 rubles."

He neatly bound his calculations into a 120-page volume and submitted it to the cooperative. It was the unanimous opinion that a fair solution should be sought.

It would have been understandable for the officials to make a careful study of the cooperative's complaints. The opposite is what occurred, however. V. Rusanov, chief of the capital construction administration and head of the organization representing the cooperative's interests as client, was the first to show them the door. A. Yemel'yanov, chief of the Kurskzhilstroy Trust's SMU [Construction and Installation Administration]-1, the organization which constructed the building, stated that the work had been accepted by the commission with a rating of "good" and that beyond this he was not concerned.

V. Zhilyayeva, chairman of the state commission, also refused to check the measurements. "What is this?" she asked with perplexity. "If we give back money to you, the others will be asking for the same."

Not just a week or a month but an entire 2 years have gone by since the tenants went to the authorities. Nothing has been done. I know that everyone reading this will reasonably ask why there is so much red tape.

Even before the construction began the interests of the cooperative members and the builders were diametrical opposites. The future tenants were dreaming about comfortable yet inexpensive apartments. The builders, on the other hand, wanted the building which they were to erect to be as expensive as possible, which would make their performance indicators more impressive. If the future tenants had suddenly decided they wanted the building to have a gold roof, the builders would have happily set about the job.

Naturally, the designers try to make a project as inexpensive and economical as possible. To some degree there are incentives for this. The builders always have the last word, however. They ultimately determine whether the plan is accepted for execution.

Unfortunately, the designers protest only half-heartedly against the increase in cost. After all, the main indicator for their work, the volume of design work, is directly defined by the estimated cost. Once again we have a situation in which "the more expensive it is, the better"!

We know that the cooperative's interests were represented by the ispolkom's capital construction administration. It would seem that the organization would have been interested in saving the future tenants money. That was certainly

not the case, however! At all ispolkom sessions the capital construction administration is criticized along with the builders for the fact that the funds allocated for housing are poorly assimilated. The more money the builders spend, the better it is for the capital construction administration.

The plan for the cooperative apartment building suited everyone except the future tenants. It was an individual plan, therefore expensive. In the estimate the ground on which the building was to be built was defined as extra-hard, although it differed in no way from ordinary ground. The plans called for the most expensive handles on the kitchen and balcony doors, although everyone--both the designers and the builders--knew that the least expensive handles would be installed. An experienced builder could have looked at the plan and seen jobs listed which would not have to be performed at all. For example, the plan listed the cost of equipping the bathroom with two faucets: one over the bathtub, the other over the sink. The builders had long been installing only one, however. Whatever else it was, it was lucrative!

And not all of the "fat" filtered through the sieve of the inspection arranged by the Kursk Oblast Office of the Bank for Financing Capital Investments. It inspected the estimate and detected the scheme involving the ground, cut out padding in the cost of brick-laying work and the facing of the loggia walls, and so forth. The estimate was reduced by more than 200,000 rubles. The ispolkom's capital construction administration came to the builders' assistance, however. Its workers submitted a request to the Bank for the Financing of Capital Investments asking for permission to use some of the money "saved" after the analysis of the estimate (It seems that excessive amounts added to the estimate are sometimes referred to as savings!), with the cooperative's agreement, to raise the cost of constructing the building. Among other things, there were to be linoleum-covered and not wooden floors. Furthermore, the linoleum was not to be laid on concrete, as it is everywhere, but on fiberboard tiles. The bank gave the "go-ahead."

Notice the wording: "With the agreement of the housing construction cooperative...." This matter was not even brought up at a meeting of the cooperative, however. One lie gave birth to another. After moving in the tenants looked under the crinkled linoleum. They saw no fiberboard tiles. "Where are they?" the people asked. It is not a matter of just a single tile: The cooperative paid for 17,000 square meters of fiberboard tiles!

In general, the cooperative is not asking for so very much--simply that measurements be checked. How does the Bank for the Financing of Capital Investments, the organization which should especially combat slipshod work and padding, explain its disinclination to deal with the complaints of the tenants? I have in front of me a letter from L. Pavlutina, chief of the city administration, in which she writes that the Bank for the Financing of Capital Investments will not check the measurements, since more than 6 months have gone by since the building was occupied. She cites the number of the instructions in accordance with which the bank is operating. Everything would seem to be correct, but it is actually only a formality.

In order to correct the errors of its subordinates, the Kursk Oblast Office of the Bank for the Financing of Capital Investments recently arranged for the

measuring to be started. Either the builders or representatives of the capital construction administration will not show up on time, however. "And what can I do with them?" says G. Khandurin, throwing up his hands helplessly. He is the director of the oblast office of the Bank for the Financing of Capital Investments, head of an organization the very mention of which should put the builders into a state of reverent trepidation.

No, they do not want to make a serious and thorough study of the tenants' complaints, those who constructed the building. I recall a meeting with A. Kostin, senior inspector for the capital construction administration and overseer of the building's construction. The discussion was extremely difficult. Kostin answered all the questions with the same remark: "I have my own opinion about that." "What is the opinion"? "All of the work was performed in accordance with the plan." "And were there trees growing on the grounds"? "There were." "But 372 families say that there was no sign of trees." "Let them say what they want to, but I have my own opinion. I insist that there were trees."

What is this, pride? It is more than that. The powerful force of inertia is also involved. The custom of leaving behind buildings in which occupancy begins with repairs. Buildings in which the trash chutes do not work from the very beginning, with mounds of construction debris towering around them. Experience in "cooperating" with state commissions which do not notice all of this. It seems that there is "justification" even for the state commission, however. To refuse to accept the building is to strike a blow at the plan for assimilation of capital investments, which is already on the brink of collapse. And if the city does not use up the funds allocated, they will be cut next year. The city is then faced with the completely realistic danger of remaining without hundreds of apartments--of poor quality, perhaps, but still apartments. This is why Kostin feels extremely confident, why he exclaimed at the end of our discussion: "We are performing tasks of political importance, while your cooperative people do not want to look beyond their ruble"!

The cooperative's story gives us the opportunity to clearly see what slipshod work and lack of conscientiousness on the part of the builders cost the specific individual, the specific family.

I would also point out the fact that the losses are not just a matter of rubles, that they are also a matter of bad moods for the new tenants, of drawn-out litigations instead of joyous life in a new apartment.

The unconscientious attitude of the builders is naturally hampering the necessary and essential matter of cooperative construction, which is based on concern for people. It is therefore essential not only to correct the errors described in this account, but also to thoroughly study certain ingrained flaws of careless construction. We must not forget that the end goal of the construction workers is not the "sums of money assimilated" but the creation of comfortable housing for the people.

## HOUSING AND PERSONAL SERVICES

### SHORTAGE OF MATERIAL RESOURCES HAMPERS PERSONAL SERVICES

Moscow MATERIAL'NO-TEKHNICHESKOYE SNABZHENIYE in Russian No 12, Dec 83  
pp 43-45

[Article by K. Kuznetsov, deputy chief of the Administration for Supplying Output Intended for Municipal and Everyday Purposes, USSR Gosnab: "Satisfying More Completely the Needs of the Everyday-Services System"]

[Text] The Communist Party and the Soviet government constantly devote attention to the development and improvement of the everyday-services system as a branch that occupies an important place in the resolution of social and economic tasks. At the present time this service has at its disposal a considerable technical potential. It has within its system hundreds of thousands of various everyday-services enterprises and acceptance points. Every day that system executes more than 15 million orders.

At the same time, as is emphasized in the decree of the CPSU Central Committee and the USSR Council of Ministers, entitled "The Further Development and Improvement of Everyday Services for the Public," the work performed by the personal-services enterprises and organizations still contains a large number of substantial shortcomings. Frequently they fail to meet the established deadlines for the execution of the orders, and the level of efficiency of production and service remains low.

One of the reasons for these shortcomings is the fact that the branch is poorly provided with material resources. Every year, for example, there is an increase in the volume of repair of housing that is carried out in accordance with production orders from the public, but the funds that are allocated for painting materials and for plumbing articles have been kept at the same level for many years. And yet the need that the personal-services system has for them constitutes an insignificant part of the total resources and can be completely provided for. Moreover, the proceeds from the sale of paint products, building materials, and plumbing articles in the personal-services sphere exceed by a factor of 2-3 the proceeds that are received when they are sold through the trade network.

The execution of services to repair clothing, footwear, furniture, household appliances, and transportation means prolongs the service life of the durable goods and thus economizes the funds that are needed to manufacture new output. For example, the repair of shoes makes it possible every year to save enough

leather commodities to produce 50 million pairs of new shoes. The rebuilding of the small-capacity electric motors used in household appliances and refrigerators makes it possible to make a corresponding reduction in the expenditure of new articles and to save several thousands of tons of metal.

The level to which the personal-services system is provided with material resources is greatly influenced by the quality and reliability of the durable goods being produced by industry. Unfortunately, one can hardly say that all of them possess those qualities. Last year, for example, the number of complaints registered for refrigerators, washing machines, radio receivers, television receivers, and magnetic tape recorders was greater than during the previous year. A large quantity of technical equipment used for personal purposes is repaired prior to the expiration of the warranty period, and this requires the expenditure of a large quantity of spare parts. The production of those spare parts requires the manufacturer plants to divert additional capacities, to the detriment of the production and deliveries to personal-services enterprises for the paid repair of refrigerators, washing machines, and other equipment.

Frequently the plants concentrate their basic attention on the basic production, and the attitude that they take to the manufacture of spare parts is one that treats them like output having secondary importance. Moreover, when discontinuing the production of various articles used in the personal-services sphere, the ministries attempt as rapidly as possible to discontinue also the production of the spare parts for them. As a result, the enterprises in the personal-services sphere are forced to refuse to execute the public's orders for the repair of the old refrigerators, washing machines, television receivers, radio receivers, and magnetic tape recorders that are still in use.

The CPSU Central Committee and the USSR Council of Ministers have required the ministries that manufacture radio and television apparatus and household appliances to refine (or, when they are lacking, to develop and approve) quotas for the expenditure of spare parts for warranty and postwarranty repair of household appliances. Their deliveries to the personal-services enterprises must be carried out in conformity with the established quotas, in complete volume and nomenclature, in accordance with the concluded contracts. Special attention should be devoted to the timeliness of the deliveries of spare parts for the postwarranty repair of radio and television receivers, washing machines, and other appliances.

An important role in providing the personal-services enterprises with the necessary material resources is played by USSR Gossnab, USSR Gosplan, and the ministries and departments that develop the balances and plans for the distribution of output in accordance with the products list that has been assigned to them. The agencies in our system are doing a lot to achieve the more complete satisfying of the needs of the personal-services system. Every year the plans for material-technical supply stipulate the allocation to the union republics, for specific use in the providing of personal services, of output constituting 44 specific items in a consolidated products list. In addition, additional resources are constantly sought and allocated.

However, the question as it is posed today is different. The decree of the CPSU Central Committee and the USSR Council of Ministers, entitled "The

Further Development and Improvement of Everyday Services for the Public," requires the allocation to the Councils of Ministers of the union republics, and the ministries and departments that have under their jurisdiction any personal-services enterprises, of material-technical resources in the necessary quantities. In this regard the board of USSR Gosnab has required the agencies in our system to take steps for the more complete providing of the personal-services branch with the necessary materials and resources.

Our administration, jointly with Soyuzglavkommash, Soyuzglavelektro, and Soyuzglavpribor, is carrying out work to coordinate with the manufacturing ministries the quotas for the expenditure of spare parts for the postwarranty repair of household appliances, magnetic tape recorders, radio-phonograph combinations, electric record players, and clockwork fittings. The agencies of USSR Gosnab must be guided by these quotas when preparing plans for material-technical supply. In order to increase the quantity of the spare parts being produced for the repairing of complicated equipment used for personal purposes, it is necessary to improve the providing of the manufacturing enterprises with all types of resources, including components. The Gosnabs of the union republics and the main territorial administrations are required to deliver them in complete volume, irrespective of the fulfillment of the production plan.

The decree mentions the steps that have been aimed at the expansion of the services involving the repairing and construction of housing in rural localities by using the public's funds. For these purposes, provision is made for the establishment, within the system of the personal-services ministries and the ministries of housing and municipal services (ministries of communal management), of mobile mechanized columns. The equipping of them with construction machines, machinery, equipment, and transportation means is carried out by using funds put at the disposal of the Councils of Ministers of the union republics.

In order to fulfill the operations of repairing housing by drawing on the public's funds, the Councils of Ministers of the union and autonomous republics, and the executive committees of the kray and oblast Soviets of People's Deputies, are granted the right in the necessary instances to transfer some of the nonmarket funds of timber, building, and other materials to personal-services enterprises. The board of USSR Gosnab has required Soyuzglavkhim and Soyuzglavtsement to provide for the delivery to the union republics of whitewash, enamels, lacquers, solvents, and oil paints in small-sized cans and other containers, and cement in 50-kilogram bags, in quantities that satisfy the needs that the personal-services enterprises have for them.

In satisfying the needs that the enterprises in that branch have for those resources, the territorial agencies in our system must be concerned to see that the raw and other materials are being used effectively, because it is no secret that frequently those materials are squandered or used inefficiently.

In conformity with the decree of the CPSU Central Committee and the USSR Council of Ministers, steps have been planned for improving the personal services also for the workers in our system. It has been proposed to the Gosnabs of the union republics and the main territorial administrations that they consider the question of allocating areas for the setting up of combined acceptance points that provide services for the workers in the subordinate enterprises and organizations. Similar points, where small types

of services will be executed, will appear at sanatoriums, rest homes, and other therapeutic institutions of USSR Gosplan. The Administration of Internal Capital Construction and Giproshab have been instructed, when planning major enterprises involving the deliveries of output and other production projects, to stipulate areas for the organizing of personal services for the workers.

The carrying out of the planned measures will strengthen the material-technical base of an important branch in the national economy, and will make it possible to satisfy more completely the demands of the Soviet citizens for personal services, to improve the quality and increase the efficiency of the services provided, and to guarantee the fulfillment of the plans and assignments for the sale of personal services.

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# HOUSING AND PERSONAL SERVICES

## HOUSING CONSTRUCTION STATISTICS

Moscow VESTNIK STATISTIKI in Russian No 11, Nov 83 pp 57-58

[Excerpt] Table 1. The Housing Construction in 1982

	Number of apartments constructed by state and cooperative enterprises, other organizations, and private citizens		Number of constructed apartments per 1,000 persons of the natural population increase
	Total number of apartments, thousands	Their total area, thousand square meters	
USSR	2,023	107,981	837
Including the following cities:			
Alma-Ata <sup>1</sup>	7.4	354	796
Ashkhabad	1.9	109	365
Baku <sup>1</sup>	6.6	399	344
Vilnius	4.6	254	1,095
Gorkiy	12.0	600	2,857
Dushanbe	4.3	217	573
Dnepropetrovsk	10.1	525	1,772
Donetsk	7.0	369	1,667
Yerevan	4.3	275	287
Kazan	6.2	331	1,170
Kiyev	27.9	1,331	1,484
Kishinev	5.8	282	866
Kuybyshev	10.4	516	2,122
Leningrad <sup>1</sup>	34.2	1,702	2,552
Minsk <sup>1</sup>	15.0	804	798
Moscow <sup>1</sup>	65.4	3,616	3,516
Novosibirsk	10.0	538	1,020
Odessa	6.0	291	2,308
Omsk	9.6	518	821
Perm	8.1	398	1,500
Riga	5.0	318	2,083

[Continued on following page]

Number of apartments constructed by  
state and cooperative enterprises,  
other organizations, and  
private citizens

	<u>Total number of apartments, thousands</u>	<u>Their total area, thousand square meters</u>	<u>Number of constructed apartments per 1,000 persons of the natural population increase</u>
Sverdlovsk	11.5	583	1,494
Tallin	4.6	244	1,917
Tashkent	15.2	879	661
Tbilisi	9.8	603	980
Frunze	4.1	209	661
Ufa	7.6	365	874
Kharkov	12.4	639	1,968
Chelyabinsk	8.0	407	1,012

<sup>1</sup>Including city suburbs under the gorsovet administration.

Table 2. City Housing Situation at the End of 1982

	<u>Total (usable living area in thousands of square meters</u>		<u>Total (usable) living area in thousands of square meters</u>
USSR	2,343,384	Minsk	19,201
Including the		Moscow	140,694
following		Novosibirsk	18,206
cities:		Odessa	14,073
Alma-Ata	13,249	Omsk	14,104
Ashkhabad	3,603	Perm	12,998
Baku	18,026	Riga	13,726
Vilnius	7,264	Sverdlovsk	17,788
Gorkiy	19,191	Tallin	7,607
Dnepropetrovsk	16,294	Tashkent	20,492
Donetsk	15,672	Tbilisi	15,580
Dushanbe	5,706	Ufa	11,905
Yerevan	12,651	Frunze	6,738
Kazan	13,436	Kharkov	22,773
Kiyev	35,437	Chelyabinsk	14,709
Kishinev	7,305		
Kuybyshev	16,838		
Leningrad	77,701		

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